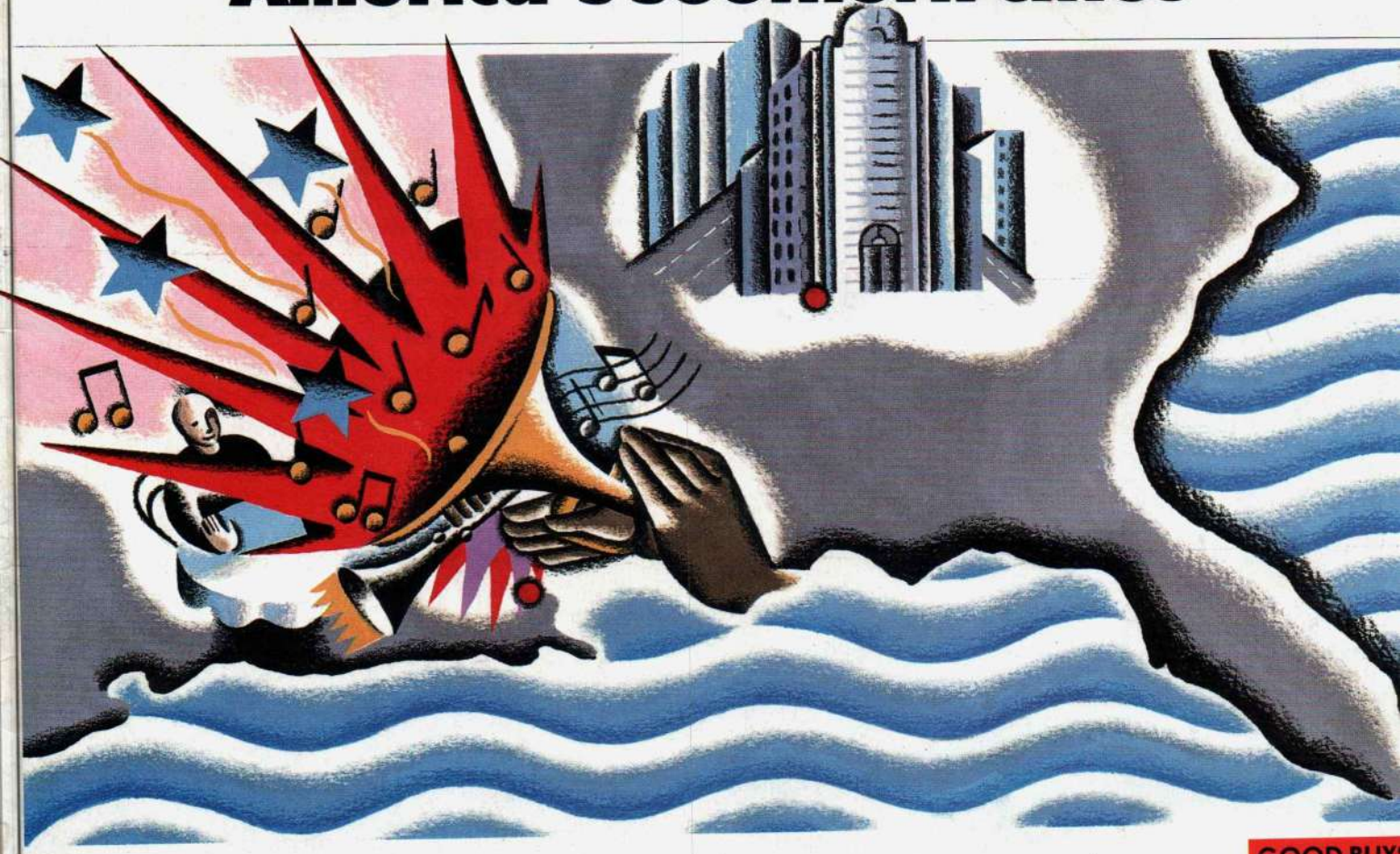
THE MAGAZINE FOR FREQUENT TRAVELLERS

Airport

JULY 1988

DEEP SOUTH

Conventional merriment in America's southern cities

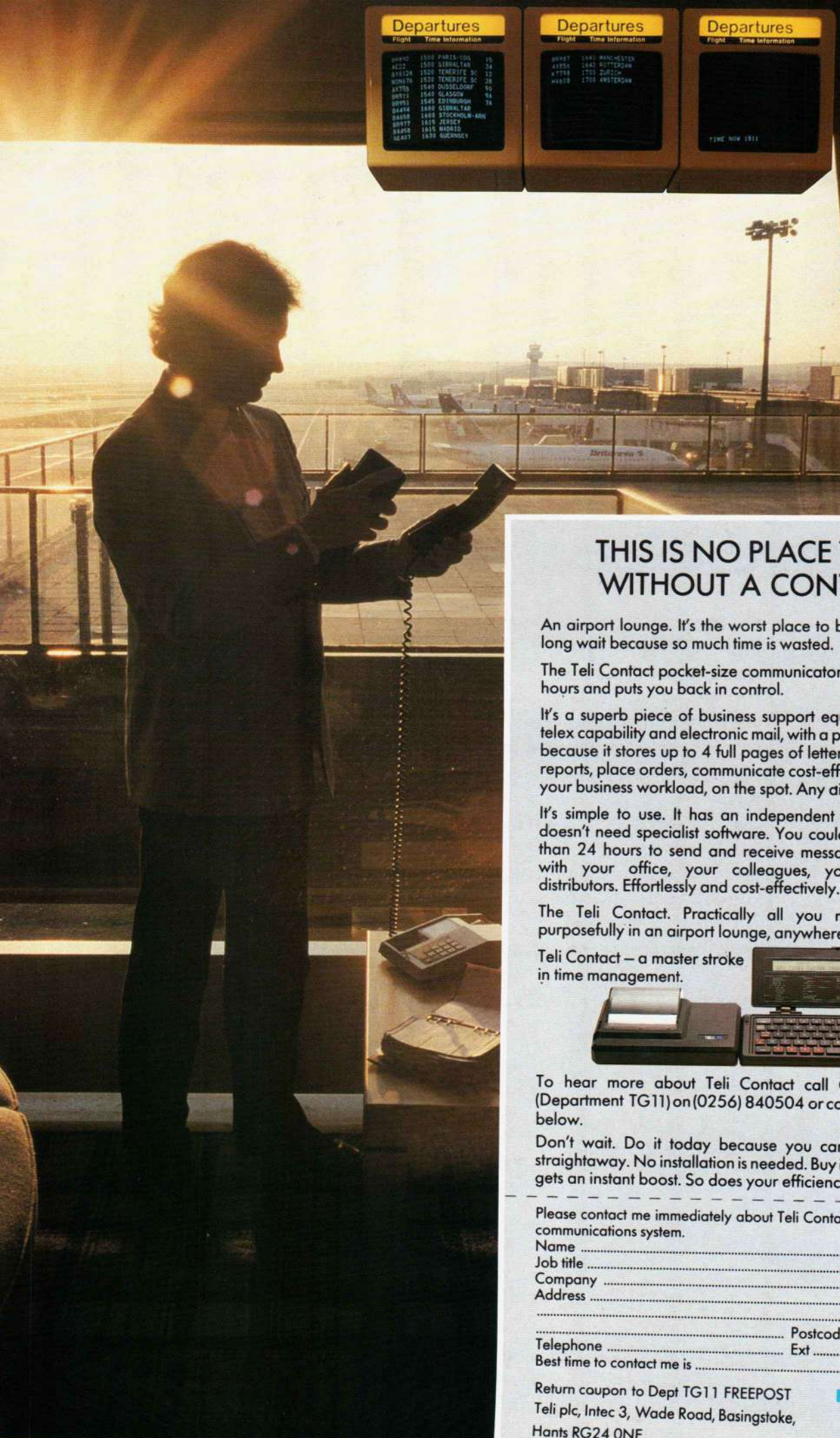


THE GROWING PAINS OF AIRBUS INDUSTRIE, NOW AGED 18¼

PLUS: HOW TO MAKE THE MOST OF A BARGAIN US AIRPASS

GOOD BUYS INSIDE

Duty and Tax Free Shopping



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THE MAGAZINE FOR FREQUENT TRAVELLERS

Airport

JULY 1988

Airbus comes of age, page 15

Plane bargain, page 23

Offbeat Hong Kong, page 26

NEWS

BRIEFING 7

News you can use: four pages of international travel and hotel information

FEATURES

THE GROWING PAINS OF AIRBUS INDUSTRIE AGED 18¼ 15

Michael Smith on the painful path to profitability for Europe's plane maker

SOUTHERN SITE SEEING 18

Having an un-conventional time in New Orleans and Atlanta. By Michael Leapman

JUST THE TICKET 23

Get the best mileage out of America this year with an airpass

HIDDEN HONG KONG 26

Forbidden or hidden: Derek A C Davies on the Hong Kong most visitors miss

WHEN VIPS ARE VERY IMPORTANT PURCHASERS 31

Brighter, better shopping with BAA, on and off the airports. By Johnson Kane

TRAVELLING WITH DOMINIC MAHONY 50

British Olympic pentathlete and Life Guards' Lieutenant talks to Janet Billing

AIRPORT SHOPPING

JULY GIFT GUIDE AND GOOD BUYS 34

Six pages of great summer deals from the Duty and Tax Free shops

DUTY AND TAX FREE PRICE LIST 46

A guide to shopping bargains before you take off

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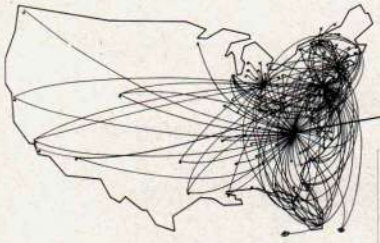
BRIAN HARRIS-NICK MAY

★ The international plane-spotter gets something of a raw deal at Charlotte airport.



Once the daily Charlotte/Tampa flight from Gatwick has arrived, there remains very little to do but sharpen one's pencil and polish the binoculars.

Similarly, there's one feature the landed passengers will find sorely lacking.

That essentially American phenomenon, the immigration queue.

Even spinning out the formalities, those travelling from London are through baggage reclaim and customs within the hour. (An unbeaten claim among US gateways.)

And should you suspect Charlotte is the back of beyond, North Carolina's biggest city forms the heart of a spider's web of communications.

358 daily flights will speed you to 76 US cities, among

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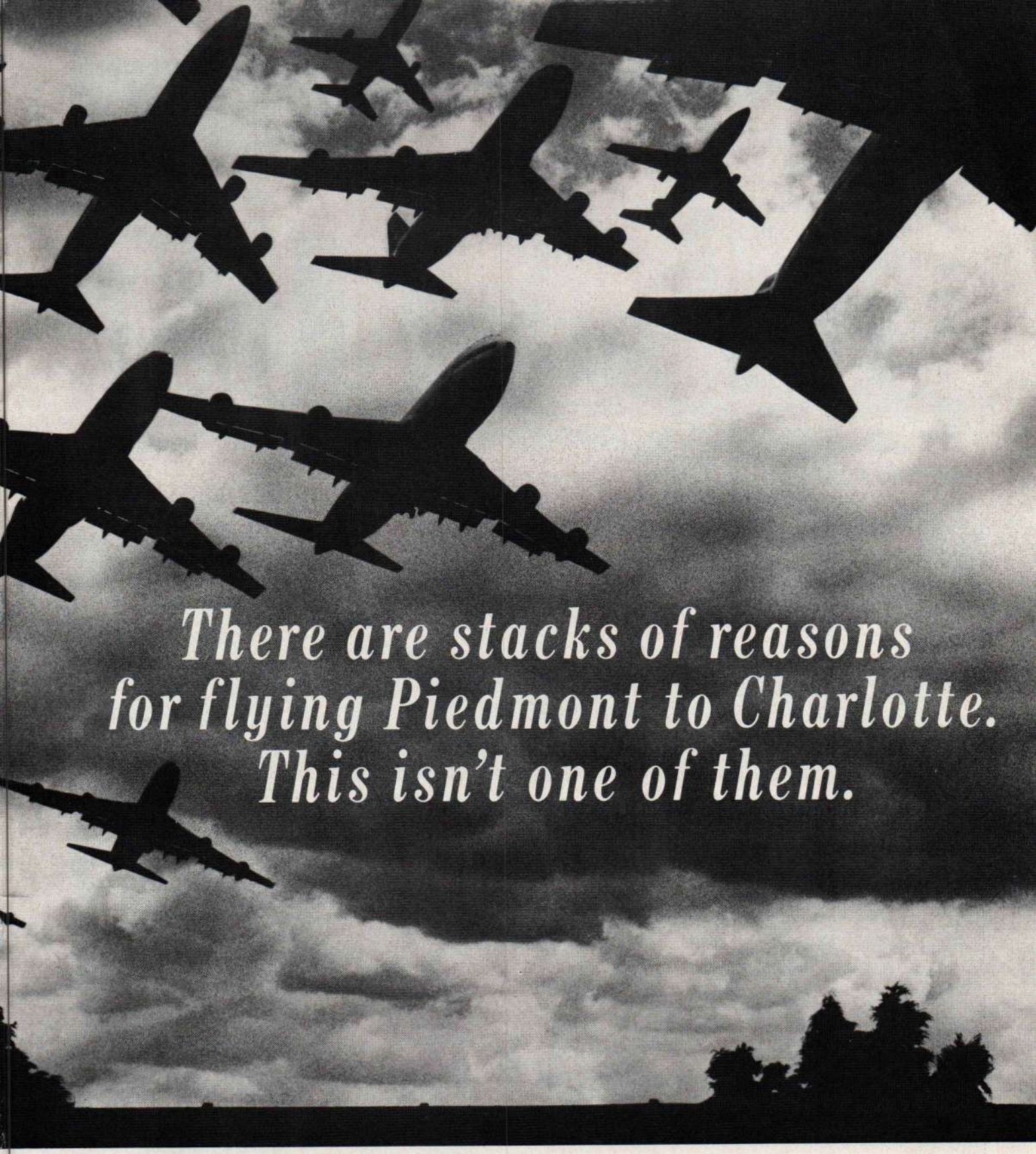

them the 15 largest. Over half the US population is within one hour's flying time.

All in all, the odds on finding as convenient an American gateway are impossibly stacked against you. And the chances of enjoying as attentive a service are equally slim.

Service that's the very essence of good ol' southern hospitality, from the first glass of Sonoma Chardonnay 1985 to the last mouthful from your china plate.

Service so good, you could be forgiven for hoping landing permission is delayed.

Sadly, at Charlotte, you haven't got a chance.

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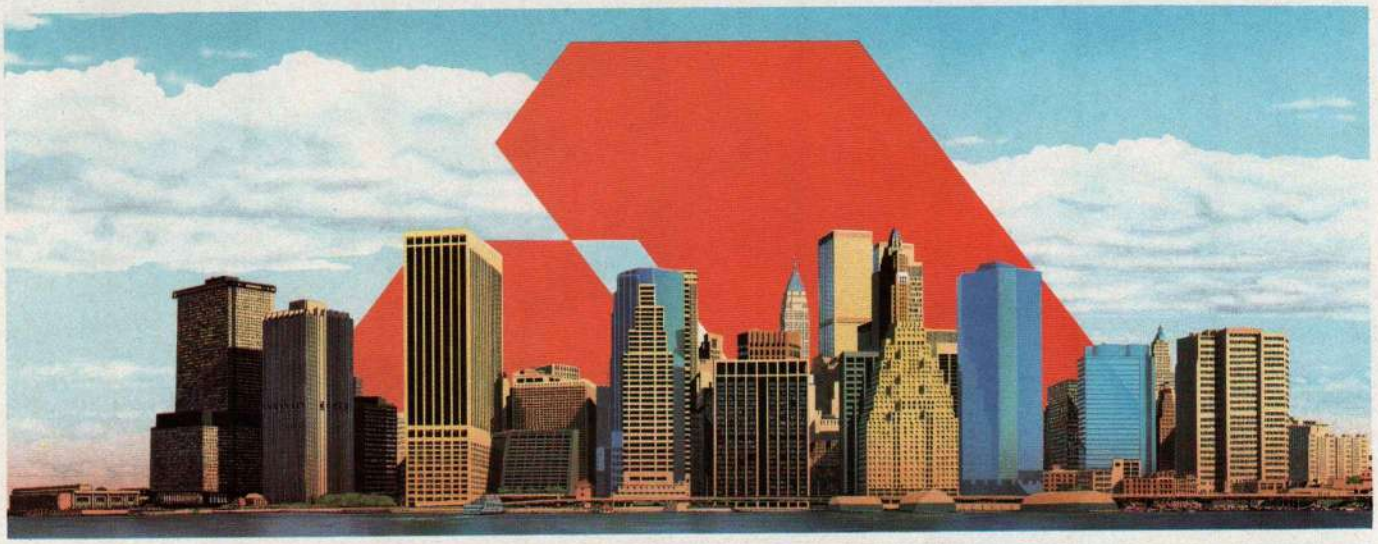

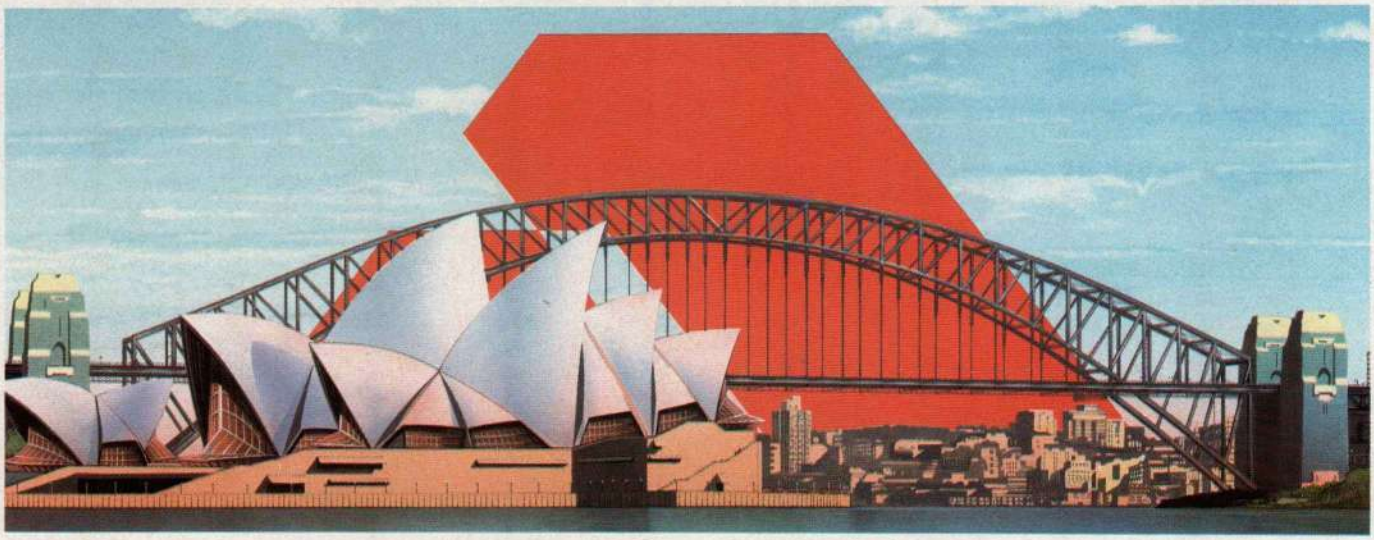

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More comforts for SAS passengers

SAS Scandinavian Airlines has upgraded facilities for business class passengers from Heathrow.

EuroClass ticket-holders can now phone PhoneDrive on (0753) 682233 to advise it when they will be arriving at Heathrow Terminal 2. On arrival at the terminal, they will be able to hand over their car to a PhoneDrive staff member who will drive it to a security patrolled parking area.

On return to Heathrow, the passenger calls Freephone (0800) 282732 and the car will be outside the terminal within 10 minutes – having been washed, polished and vacuum-cleaned.

The service costs £14.50 for two days' parking with an extra charge of £3.50 for each additional day.

SAS is also offering EuroClass passengers to Sweden the chance to hire telephone paging bleepers. Rental at Stockholm's Arlanda Airport costs 50 Swedish kronor (about £4.50) a day or 150 kronor for a week. The airline has also opened EuroClass service counters in the arrival halls at Arlanda and Copenhagen airports. They can help with baggage handling, new bookings and hotel reservations.

New carriers for Nice

Air Canada is continuing its European expansion following the air services agreement signed between the UK and Canada.

Latest route will be Heathrow-Nice, which the carrier plans to add as a continuation of its Montreal service from this autumn with up to three flights a week.

Air Canada already operates flights from London to Dusseldorf, Bombay and Singapore.

'The air services agreement signed last year opened up new opportunities for us and we are now in a position to take advantage of these,' said the airline's UK general manager, John Barnes.

Meanwhile, charter carrier Euro Express is offering three weekly flights from Gatwick to Nice (price from £99).

PHOTOGRAPH BY NICK DICKS

The battle for Europe

Smaller airlines look to have won their battle against fears of a monopoly on European routes from London following British Airways' takeover of BCal.

BA has abandoned its fight to win back five European routes flown by BCal. Its surprise decision came after the Civil Aviation Authority awarded Gatwick licences to Dan-Air and Air Europe to Brussels. BA is now reconsidering whether to defend 11 other routes from Gatwick.

The routes it has already surrendered are Gatwick to Nice, Oslo, Edinburgh, Glasgow and Manchester. They are due to be reallocated by the CAA this month.

BA's Chairman Lord King said: 'While we had some hope we would be successful, with Brussels in particular, once that decision was made it confirmed our view that there was little likelihood of being successful with other applications. British Airways is not prepared to devote further costs and managerial time to what is becoming a pointless exercise.'

BA had originally been forced to re-apply for the former BCal routes as part of the Monopolies and Mergers Commission's approval of the takeover. It had also given a guarantee to the European Commission that it would not appeal against any decisions involving the routes which went against it.

Air Europe already operates on the Paris and Brussels routes. The CAA decision gives it an extra four daily slots on the Brussels route and two daily slots for the Paris service. The airline has also won full approval for its Paris fares of £59 one-way unrestricted and £59 Apex return, bookable 14 days in advance and including a Saturday night stay.

Meanwhile British Midland is expanding into Europe from Heathrow. It has applied to the CAA for 11 new routes including Paris, Brussels, Frankfurt, Rome, Geneva, Milan and Zurich. CAA hearings are expected to be held in the autumn.

New service to Frankfurt

TWA has won traffic rights to operate its Gatwick-Frankfurt service daily year-round.

Flights departing from London at 07.20 arrive in the German city at 09.50 local time. The return service is scheduled to leave Frankfurt at 11.30, with arrival back at Gatwick at 12 noon.

Fax on the move

Ram Communications has added a Group 3 mobile fax machine to its rental range of cellular telephones and related equipment. Connected to a mobile phone via a modem, these portable fax machines can be used virtually anywhere. Rental costs start from £8 per day. Tel: 01-252 0648.

Avis is trying still harder. With over half-a-million rentals a year in the UK, Avis claims to offer guaranteed services at fully inclusive prices, with no hidden extras. Avis claim this is the first deal of its kind in the UK. Included are time and mileage, tax, collision damage waiver and personal accident insurance. If the car in the group you want is not available, an upgraded one is supplied. Avis guarantees the rental will take no longer than five minutes from the desk to the car. If it fails to meet any of the guarantees, Avis offers a £10 voucher against future car hire. Prices start at £55.50 for an Austin Metro 1.3L for one to three days, and £72 for a Ford Orion 1.6i Ghia.

2

BRIEFING

Girobank's VISA card customers can book holiday packages and flights, order brochures or simply get advice on the telephone by using the Travel Connection service. Open six days a week, the service also gives discounts of £1 for every £15 spent as long as a Girobank VISA card is used to pay the holiday and insurance deposit. Travellers' cheques are also available by phone or post. For details tel: 061-480 8844.

The second-largest bank in the USA, Chase Manhattan, has linked up with the worldwide VISA network to launch its own VISA card that offers an attractive interest rate of 16.9 per cent, interest payments on credit balances, as well as the universal merchant and cash access facilities of VISA.

Supersonic feasting

No lesser authorities than Michael Broadbent, head of Christie's Wine Department; Hugh Johnson, author of *The World Atlas of Wine* and the *Pocket Wine Book*; and Colin Anderson, president elect of the Institute of Masters of Wine, have helped to select champagne, white burgundy and claret wines for the recent launch of The Concorde Wine Cellar.

Fourteen vintage wines are included in a new three-part menu, and one of each type is offered daily on flights between London and JFK, Washington and Miami. The selection is changed regularly and offers such grand aristocrats as Dom Perignon, Mumm, Puligny-Montrachet Premier Cru and Grand Cru Classe, Pauillac.

The celebrated Porkinson sausage, created by the equally famous and lofty fashion photographer Norman Parkinson, continues to be served for breakfast on flights from the 15–24th of this month and next. The prime pork sausages, with their unique blend of herbs, spices and natural casings, have proved extremely popular with Concorde passengers.

Travelling with Telecom Gold

British Telecom has a new Travel Service providing an extensive database of travel information and booking system to anyone with a compatible computer and modem using an ordinary telephone line. Databases for the system include the Official Airlines Guide, ABC Flightfinder, ABC Hotels and International Travel Guide, and, as part of the Telecom Gold network, BTTS is available for a monthly subscription of £5 plus telephone usage charges.

Workers abroad

People working or retiring abroad may be interested to know about the TSB Channel Islands' Expatriate Advisory System which offers financial advice on such matters as taxation, investments in offshore funds, foreign currency accounts, health care and social security. The system collates the expertise of leading tax and investment advisers on a computer which can be constantly updated with new legislation and removes the time-consuming process of attending interviews. Advice is provided by the computer on the basis of an information form completed by the customer and can be faxed, telephoned or mailed anywhere in the world. For more information contact TSB, tel: (0534) 27306.

Travel smart

Travellers' cheques and travel documentation in paper form may be redundant within three years. Thomas Cook, with US company Smartcard International, are working on the prototype of a credit card-sized 'pocket PC'.

Travellers use a keypad and display screen on the card to record and monitor spending, itineraries, airline tickets and reservations, putting an end to costly and labour-intensive clearing of cheques and credit cards and greater protection against lost, stolen or fraudulent travellers' cheques.

Thomas Cook envisages companies buying 'smart cards', ready charged with electronic funds. Company executives would then use the card to draw cash at Thomas Cook outlets or participating financial services companies.

Caribbean car-hire

Budget has recently launched its Leisure Drive Caribbean Programme offering an all-inclusive car-hire price for 34 locations throughout the Caribbean, Florida, Mexico and Latin America. By paying the cost of the car-hire in sterling before departure (if you are booking in the UK) the only additional cost is for petrol, as rates also include comprehensive car insurance, collision damage waiver and personal accident insurance as well as local taxes.

Deal on wheels

Hertz has introduced a new business class programme on all its UK car groups, with no pre-booking period necessary. The deal includes unlimited mileage, CDW, PAI and local taxes, plus a rental decrease in the daily rate. For rentals over six days, there is a free 'rent it here, leave it there' policy when travelling to one of 18 European cities that has a Hertz centre co-operating in the scheme.

All these benefits are available for a group A Ford Fiesta at £49.50 per day to a luxury Jaguar XJ6 for £150 per day.

American Express cardholders can hire a group C vehicle (a Ford Sierra, for instance) from Hertz for a reduced rate of £17.50 for 24 hours instead of the usual rate of £26. The offer is available on any journey starting or finishing at a UK airport or seaport and includes unlimited mileage.

Also on offer from Hertz are dual option car-rental rates. A 'Daily Unlimited Mileage' rate for customers likely to drive a high mileage in the UK is available from £45 per day for one or two days' rental of a group A vehicle. Those who wish to travel a shorter distance can take the existing rate or two-day 'National' time and mileage rate, starting from £19.90 per day plus 25 pence per mile for a group A vehicle. In addition, rates can be selected post-rental to obtain the best option.

More perks for Worldperks travellers

Northwest Airlines is offering up to 4000 bonus miles to members of its Worldperks free travel plan who introduce new members to the scheme before July 31.

Members can introduce up to four friends. They will receive 1000 extra miles for each of the new members who makes a round trip with Northwest before August 31.

The scheme, aimed at European members, is applicable only for travel originating in Europe.

Worldperks rewards start after 21,000 miles, with a free return ticket for travel within the US.

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3

International Flight News

Asia/Pacific

☐ **Qantas** will be offering a daily one-stop service to Australia from Heathrow from October.

The new service will leave London at lunchtime via Bangkok to Sydney and Melbourne with evening arrival times in Australia. Daily return flights will be via Bangkok.

'Not only will we be able to offer our quickest service on a daily basis, but arrival time down under in the evening allows a good night's sleep before beginning any business or holidays,' said Qantas UK manager Paul Miller.

As well as the new service, the current Qantas service operating three times a week through Bangkok is to be re-routed to form the airline's Manchester departures. It will operate through London to Bahrain, Singapore, Sydney and Melbourne on Mondays, Thursdays and Saturdays.

☐ **Australian Airlines** has introduced Alice Springs as its latest hub with an increase in the number of flights to Cairns and Sydney. It has also increased flights between Sydney and Cairns and re-introduced non-stop service on Saturdays and Sundays between Melbourne and Cairns.

Australian Airlines has also opened a Flight Deck lounge at Adelaide Airport. Facilities include telephones, stationery, private conference rooms, facsimile, photocopying, news wire services, free postage, television, newspapers, bar, showers and free snacks.

☐ **Thai International** has begun a twice-weekly service between Vienna and Bangkok via Athens. Departure from the Austrian capital on Tuesdays and Saturdays is at 13.00 with arrival in Thailand at 07.00 local time. The return service leaves at 23.59 on Mondays and Fridays and arrives in Vienna at 08.35. Flights by DC-10 offer 10 seats in First class, 36 in Business class and 197 in Economy.

☐ **Finnair** claims to have cut more than four hours off the London-Beijing journey time with the introduction of a weekly flight to China from Helsinki. The non-stop service, which connects with UK flights, takes seven hours 55 minutes to Beijing and eight hours 40 minutes return. Flights by DC-10 leave the Finnish capital at 19.20 on Thursdays and arrive in China at 09.15 the following day. Return service is at 12.45 on Fridays with arrival in Helsinki at 15.25 the same day.

☐ **Lufthansa** has trimmed five hours off the flying time to Japan with the introduction of twice-weekly non-stop Boeing-747 flights from Frankfurt to Tokyo. It is continuing to offer a weekly service via Moscow and four flights a week via Anchorage to the Japanese capital.

☐ **Cathay Pacific** has increased its number of non-stop London-Hong Kong flights from three to four a week. The new service leaves Gatwick at 18.00 on Tuesdays and Hong Kong at 22.55 on Mondays. Cathay also offers a daily service via Bahrain.

Europe/Middle East

☐ Daily flights on weekdays between Glasgow and Dublin have been launched by **Ryanair**. One-way fare is £52, with an off-peak tariff of £47 on Tuesdays and Thursdays. A £70 return fare for senior citizens and families travelling together is also being offered. Flights by 104-seat BAC 1-11 leave Dublin at 10.30 and Glasgow at 11.55. Flying time is 50 minutes.

Ryanair has also begun a similar service to the Irish capital from Liverpool. Unrestricted fares are £39 single and £59 return. **Aer Lingus** has matched the Liverpool tariff and stepped up frequency to three flights a day.

☐ **Loganair** has begun a weekly scheduled Saturday morning service from Edinburgh to Jersey and Guernsey until September 25. A similar service is also operated from Glasgow to the Channel Islands each Sunday morning. Both routes depart at 09.00. The standard one-way tariff is £95 and conditional return fares are from £115.

☐ **KLM** has introduced gate check-in at Amsterdam's Schiphol Airport for passengers to London. It has also withdrawn from the Gatwick-Amsterdam route following its acquisition of a 40 per cent stake in Dutch carrier Transavia, which will continue to offer 24 flights a week on the route.

☐ **British Midland** has opened a Diamond Club lounge at Teesside Airport. Facilities include a free bar, telephones, television and a quiet working area.

British Midland has also become the first airline to introduce the Advanced Turbo Prop on commercial service. The 64-seat aircraft is being used on the Birmingham-Brussels route.

☐ **Guernsey Airlines** has banned smoking on its Gatwick-Guernsey service.

☐ **SAS** has doubled frequency on the Dublin-Copenhagen route to six flights a week via Glasgow. It has rights to carry passengers on the Dublin-Glasgow and Glasgow-Copenhagen sectors. Flights on weekdays and Sundays leave Dublin at 13.15 and arrive in the Scottish city at 14.05. Departure is at 14.35 with arrival in Denmark at 17.20 local time. The return service leaves Copenhagen at 10.00 and stops over in Glasgow from 10.50 to 11.20. Dublin arrival is at 12.10. Flights are by DC-9.

☐ **Connectair** has moved its Gatwick services to Antwerp, Rotterdam and Dusseldorf to the airport's new North Terminal.

North & South America

☐ **BWIA International** has stepped up services between Heathrow and the Caribbean for the second time this year.

The airline has added an extra non-stop TriStar flight to Trinidad on Tuesdays. The new return service is on Mondays, arriving in Heathrow the following morning.

The flight offers a same-plane conection with Barbados in both directions.

BWIA International has banned smoking on its 12-minute flights between Trinidad and Tobago.

☐ **Northwest Airlines** has a new fly-drive brochure with competitive fares that include seven days' free car rental. For example, a trip to Washington starts at £299 per person, New York is from £312, Miami from £322, Los Angeles from £372 and Hawaii from £551. Low-fare deals are only available on holidays booked and paid for in full by September 20 1988. For details tel: (0424) 224400.

BRIEFING

Finnair is now offering the fastest route from London to China. Passengers flying Finnair's weekly Heathrow-Helsinki-Beijing DC-10-30 service save at least five hours 20 minutes on British Airways flights via Bombay. Finnair flights are quicker because it flies direct across the Soviet Union, cutting 2387 miles off BA's flying distance. Actual journey time is two hours 55 minutes Heathrow-Helsinki (50 minutes ground transfer) and seven hours 55 minutes on to Beijing. Weekly flights leave Helsinki on Thursdays. Meanwhile SAS commence a weekly eight hour 50 minute Copenhagen-Beijing service at the end of this summer on August 23.

4

International Hotel News

BRIEFING

You can never be too well informed on health hazards and sensible preventative measures when travelling. A new paperback offering practical advice on immunisation, insurance and individual health complaints is *Well Away – A Health Guide For Travellers* by Drs Eric Walker and Glyn Williams, price £4.95 (incl. p&p) from The British Medical Journal, British Medical Association House, Tavistock Square, London WC1H 9JR. Another essential tome with a thorough anthology of expert medical opinion and practical advice is Dr Richard Dawood's *Travellers' Health*, published and updated by Oxford University Press, price £6.95. Essential reads.

UK

☐ The **St James Court Hotel** in London has recently doubled the size of its Chambers Business Centre to 11 rooms – three boardrooms, two committee rooms, five offices and a reference library – plus the use of reception areas, lounges, pantries, cloakrooms and a fully equipped secretarial centre. Chambers is open 8am–8pm Monday to Friday, 9am–5pm on Saturdays. Plush offices can be rented from £20 per hour, rising to £125 per day; conference facilities cost from £75 per half-day. For further information contact: 01-834 6655.

☐ If a baronial dining room with barrel-vaulted ceiling and a pipers' gallery, a Victorian smoking room and billiard room sounds like suitable surroundings for your future meeting venue, then **Ackergill Tower** in Caithness, Scotland is definitely worth investigating. From September private groups of 10–30 people can book this restored 15th-century castle with its elegant modern facilities. There are 17 bedrooms and a 3000-acre sporting estate offering salmon and trout fishing, shooting and golf. The castle is within two-and-a-half hours of Heathrow, via Aberdeen to Wick, or by rail via Inverness. From £147 per person per day. For information tel: 01-749 6036.

☐ **Birmingham Executive Airways, Guy Salmon Car Rentals** and seven country house hotels in the Cotswolds, Stratford-upon-Avon and Birmingham area are offering reduced rates all year round with a combined 'Country House Holidays' scheme. The purchase of a return BEA ticket qualifies anyone for the reduced accommodation and car-rental rates. Tel: (04555) 56418.

USA

☐ The **New York Marriott Marquis** is offering a special room rate of $139 until September 7. The deal includes a luxurious single or twin room, with accommodation for up to five people per room, and discounts to many famous New York attractions.

☐ Throughout September, when the **Vista International Hotel** at New York's Newark Airport opens for business, it will be offering a special introductory discount of 30 per cent off all rates. The 379-room hotel will offer eight meeting rooms for 25 persons each, a larger function room for up to 450 people, a health club, swimming pool and garage parking for 400 cars. Call reservations on (0800) 289303.

Ackergill Tower: a restored 15th-century castle open for business

Europe

☐ The luxurious **Hotel Le Warwick** off the Champs Elysées in Paris is offering special weekend breaks at almost half-price: 780FF for a single, 980FF for a double. For reservations tel: 01-402 8182.

☐ A similar package is offered by the **Krasnapolsky Hotel** in Amsterdam during July and August. For F297 per person, the offer includes accommodation for two nights in a first class twin-bedded room with breakfast and table d'hôte dinner. Tel: 01-402 8182.

☐ For the second year **Hilton International Hotels** is offering its bargain two nights for the price of one, and accommodation for two people at the same price as single occupancy in its short breaks and weekends promotion. Besides the popular Paris and Rome, there are 14 other European destinations available, bookable three to 30 days in advance. Tel: 01-631 1767.

Intercontinental

☐ **Ramada Hotels** has introduced special 30 per cent discount accommodation rates that apply for any day on reservations made at least 30 days in advance (but no more than 60). Among Ramada properties participating in the UK are London, Brighton, and Manchester. Overseas hotels include Karachi, Frankfurt, Colombo, Manama in Bahrain, and Munich. For information tel: (0800) 181 737.

Asia/Pacific

☐ Selected business executives who regularly stay at **Hilton** hotels will be offered membership to the exclusive Club Hilton operating at the Hilton International Singapore as well as Hilton hotels in Australia. Annual membership of S$150 entitles visitors to accommodation reductions of up to 25 per cent as well as free dining benefits for additional guests. For further information tel: 01-379 4828.

☐ **The Pan Pacific Singapore** is offering a value for money S$99 room rate until December 31.

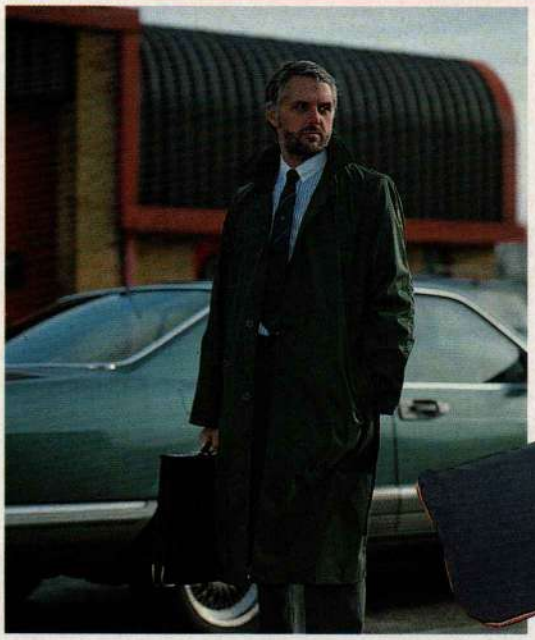
☐ In Hong Kong the 461-room **Hotel Nikko**, recently opened on Kowloon, has two top 'Nikko Floors', featuring separate check-in desk, VIP lounge, complimentary breakfast, afternoon tea and cocktails. Tel: (0800) 282502.

☐ The de luxe 500-room **Holiday Inn Connaught Plaza Delhi** was opened in June, and is located in the centre of Delhi's commercial district, just 20 kilometres from the airport.

Airport

SHOPAROUND

MACKINPOCHE



■ Your normal raincoat is great when you're at home, but it's usually too heavy and bulky to take when you're travelling. *Airport* magazine is pleased to offer a solution: the stylish French-designed **MACKINPOCHE.** Its 100 per cent Polyamide construction is silicone proofed for full protection, and its fashionable looks feature raglan sleeves, two deep pockets, a tie belt and even a hood concealed in the collar. Underarm and back ventilation keep you cool even under extreme conditions.

When not in use, the Mackinpoche folds into a built-in pocket which measures only 10½ x 8 inches (260 x 200mm) – small enough to fit into even the most compact overnight bag.

Even the price of only £29.95 is small and neat.

The tasteful design of the Mackinpoche is equally suitable for both men and women; it is available in four sizes and two colours: bottle green and navy blue. Sizes: Small UK 34/36, European 44/46; Medium UK 37/39, European 48/50; Large UK 40/42, European 52/54; Extra Large UK 43/45, European 56/58.

BRIEFCASE

■ This classically elegant **BRIEFCASE** is made of full-grain cowhide with solid brass accessories and is one of the most stylish cases we've ever seen. From the fine double stitching to the high quality sueded pigskin interior lining, this case is not only a good-looking accessory, it's a worker too, with a discreetly hidden expander feature which can add almost 50 per cent to its volume. The interior is fitted with expandable file pockets, plus sections for pens, business cards and a calculator.

Our very special *Airport* price of £145 is almost 25 per cent less than its current price in London stores. Available in black and walnut.

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■ New from computer giant Seiko of Japan is the **DF210 PHONE CARD.** This credit-card sized wizard features not only a full-function calculator but a phenomenal memory which can **store over 400 names and telephone numbers,** any one of which it can recall in a fraction of a second. The Seiko Phone Card has large format, easy-to-use touch buttons, and has an additional in-built power pack to protect your valuable information when (after two years or so!) you must fit a new battery.

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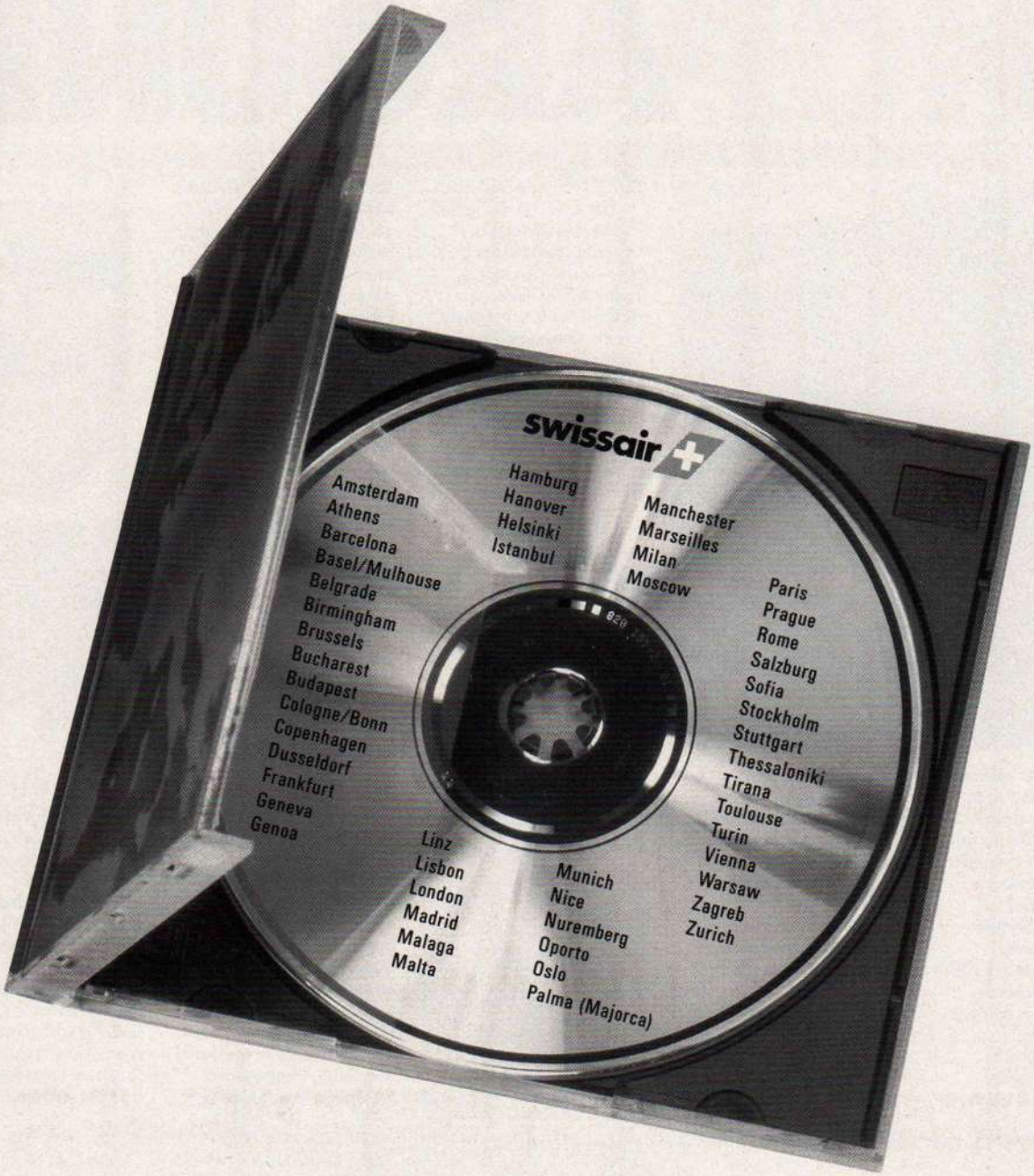

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THE GROWING PAINS OF

AIRBUS INDUSTRIE AGED 18¼

Europe's own plane maker may have grown up, but is it yet mature? *Michael Smith* reflects on Airbus' fat order book and attempts at better management

ILLUSTRATION BY ROBIN HARRIS

Airbus, the European plane-making consortium, comes of age this year. It is 18 years since the business was founded, and it has become the most successful technological and industrial collaborative project ever undertaken in Europe.

After 18 years, Airbus has successfully broken the stranglehold of the US manufacturers, Boeing and McDonnell Douglas, in world aerospace markets and secured orders and commitments for more than 1000 aircraft from over 70 international airlines, including the Americans.

But, by contrast, the technological and commercial advances which have been achieved against the odds by Airbus have not been matched by the development of a mature, effective and accountable management and financial structure. The famous Airbus jets – the A300, A310 and A320 – may have come of age this year, but the structure of the four-nation Airbus enterprise is a long way short of maturity.

The consortium of aerospace firms in Britain, France, Germany and Spain is organised and operated in a haphazard way that no village fête would entertain. Yet Airbus is a multi-billion pound enterprise, supporting up to 150,000 jobs throughout Europe.

But don't take my word for it.

Professor Roland Smith, chairman of British Aerospace, which holds the UK's 20 per cent stake has lampooned Airbus as 'loose-limbed, uncontrolled and unaccountable'.

In addition, a recent study of Airbus finances, undertaken by accountants Coopers & Lybrand for Airbus' rivals Boeing of America, noted: '. . . we have concluded that there is in-

sufficient information to piece together even a partial picture of Airbus enterprise performance.' Coopers & Lybrand added: '. . . reconstruction of the Airbus enterprise's financial situation from the financial statements of the participants is rendered impossible by the lack of consistent data.'

The Airbus consortium is organised and operated in a haphazard way that no village fête would ever entertain

To a very large extent, Airbus is a victim of its own success in selling so many aircraft. When the first jet flew in 1972, the consortium had one product – the wide-bodied A300 – and a handful of orders from partner states like France and Spain. It was, in truth, a huge act of faith in the political ideal that Europe needed its own aerospace industry, both to preserve the technological base and to avoid dependence on the US manufacturers.

Today Airbus is moving towards a monthly output of 12 aircraft, and laying down the production lines for the next generation of Airbuses: the twin-engined A330 and four-engined A340 for the mid-1990s.

However, the management of this vast enterprise has changed little since 1970. For example, no financial accounts of Airbus are published; none of the individual partners knows how much it costs other partners to build their share of the jets; and the headquarters of Airbus is little more than a marketing outfit.

There is no central management like that at companies such as Marks & Spencer or British Airways. Even the village fête has someone in charge, but at Airbus it is difficult to determine where the buck stops.

Nor is this pan-European business structured in the traditional form of a limited company. Instead, it shies away away from the public gaze under the disguise of a French partnership arrangement, known as a Groupement d'Intérêt Economiqué. It is a set-up which leaves everything to the imagination and Airbus open to intense US criticism of hiding unfair taxpayers subsidies to build aeroplanes.

However, the partners, led by Britain, have been getting anxious about the ramshackle nature of the business, and their concern was intensified when Airbus asked for another $4 billion (£2.2 billion at today's exchange rates) to build the new A330 and A340. Britain will sink well over £800 million into the new Airbus venture, helped by taxpayers' loans of £450 million.

But British Aerospace has become particularly anxious about the cost of the Airbus programme as the only consortium partner to operate as a totally independent public limited company (plc) and not sheltered by whole or partial state shareholding. BAe's anxiety has had tangible side effects. The company recently disclosed huge losses on its Airbus work to build aircraft wings and has set aside £180 million from future results as a special provision against more setbacks.

BAe has also set about a massive cost-reduction programme within its own organisation and is prepared to sub-contract about 20 per cent of its Airbus work programme, worth about £1 billion, to reduce the risk.

The risk, too, is tangible. Airbus has already swallowed an estimated £7 billion in taxpayers' support to help establish the Airbus family of A300, A310 and A320 and the enterprise is simply miles away from profitability. Some doubt whether Airbus can ever make money, although the powerful Americans are no great shakes at making profits from building aeroplanes either. The Boeing 727, which sold more than 1800 copies, is the only commercial jet ever to make a profit.

One US aerospace analyst, Wolfgang Demisch, has estimated that jet plane-makers have suffered combined losses of $40 billion (almost £22 billion in today's money) since the British Comet programme in the early 1950s.

But the recent collapse of the US dollar on world currency markets, and the continuing need to sink more money into the Airbus programme of the future, has concentrated a few minds in Europe. Airbus partners are badly affected by the irony that, despite Europe's successes, aircraft are sold around the world in US dollars. It probably reflects past US dominance of the industry. But the problem for Airbus manufacturing partners is that the bits and pieces which go into making the jets are largely bought in the domestic currencies of the makers – pounds, marks, francs and pesetas.

Apart from the monetary straightjacket, Airbus has suffered badly from an intense lobbying campaign by the Americans to discredit the consortium and its need for taxpayers' support. The Americans have won that campaign, largely because of the uncoordinated Airbus management structure and lack of transparent financial details.

However, there is concern within Europe at the state of Airbus and earlier this year the four governments each appointed a leading independent businessman to review the situation. Within weeks, the Airbus partners accepted the changes. The 12-man management committee is to be replaced by a more responsive seven-man executive and the supervisory board, a cumbersome body of 18 individuals, is being cut to five. For the first time Airbus is to have a finance director.

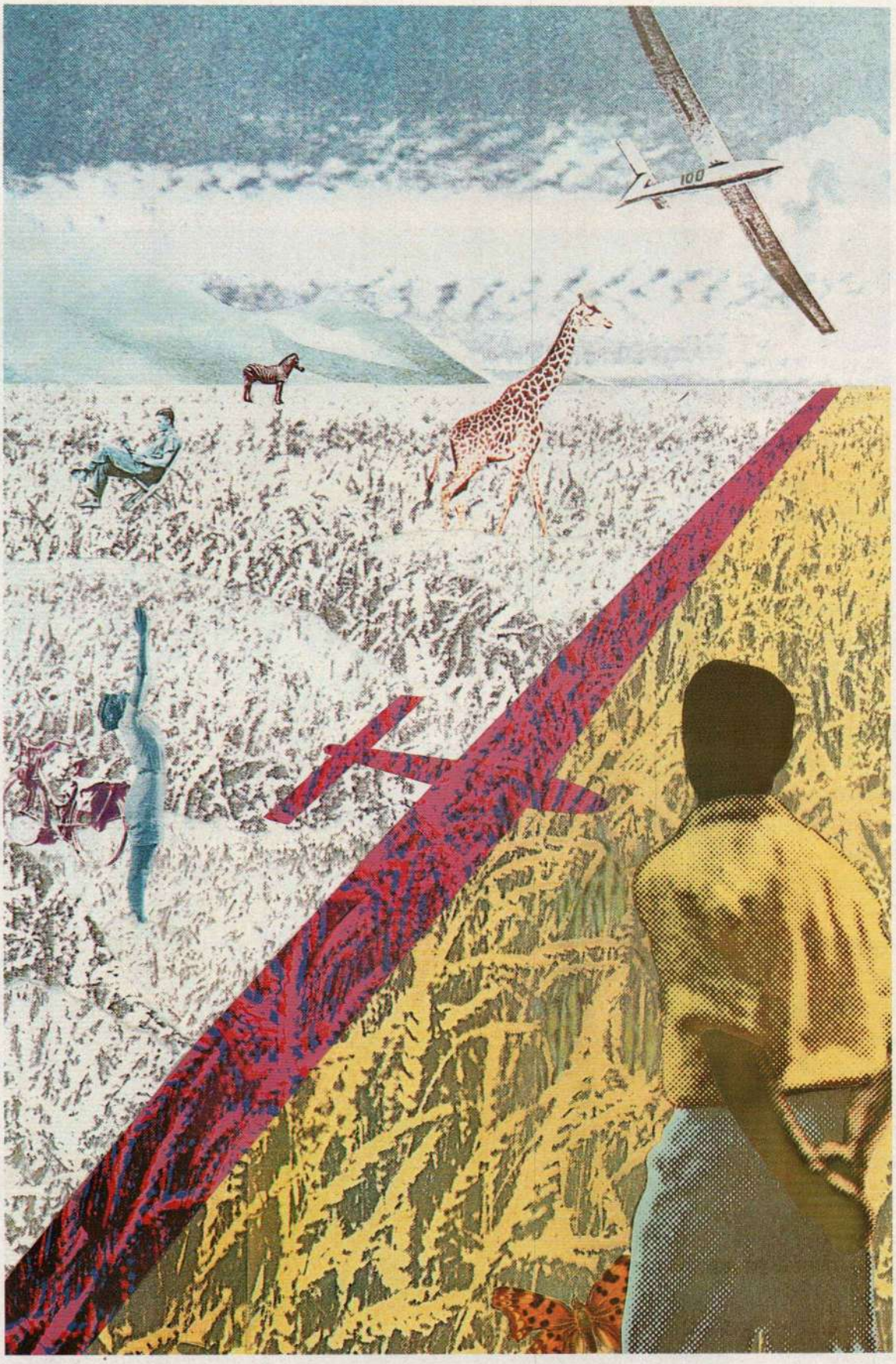
The planned changes, are only the start of what should be a more radical reform of Airbus. Many industry experts accept that the strengthened and more accountable management team will help make Airbus operate more commercially. But there are serious doubts that the reforms go far enough.

Some believe that Airbus should be reconstructed as a conventional public limited company which offers some indication of its financial health to the outside world. Others want the Airbus-making interests of the four partners – like British Aerospace's wing-building operations – sunk into a new single holding company owned by the four governments. Airbus Europe plc? This would allow the manufacturing partners, like BAe, to act as sub-contractors and remove the direct financial burden of remaining in the programme away from the individual companies.

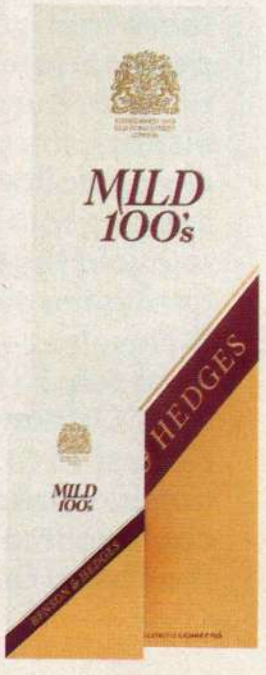
What is more, a fully-fledged Airbus plc, owned by the four governments, would certainly go a long way towards strengthening Airbus' ability to raise loans in the commercial banking market, and may also help defuse the simmering row with the Americans over subsidies.

Who knows, it might even pave the way for the Airbus consortium to be privatised at some distant time in the future. At the moment, that looks a very long way off. But Airbus, as it comes of age, is slowly taking the first tentative steps towards corporate maturity. □

Michael Smith is Industrial Editor of The Guardian.



AS LONG AS IT'S MILD.



SOUTHERN

By Michael Leapman

I do not know which party will win the United States presidency this year, but I predict that the Republicans will have the merrier convention; for they have chosen to hold it in New Orleans. With the Democrats also going south, to the more strait-laced Atlanta, the political year is set to be spiced with the sights, sounds and scents of Dixie.

This is the year of unconventional conventions, for neither city has previously played host to one of these four-yearly political jamborees. It is also, for European visitors, the year of the cheap dollar. Bargain-seeking tourists will want to avoid the two places during the events themselves – Atlanta from July 18 to 21 and New Orleans from August 15 to 18. But outside those dates you could scarcely do better than head for the South

ILLUSTRATION BY DOLORES FAIRMAN/MAIN PHOTOGRAPH BY ASPECT PICTURE LIBRARY/THE PHOTOGRAPHERS' LIBRARY/THE IMAGE BANK

SITE SEEING

NEW ORLEANS

New Orleans is warm and muggy in the summer, but do not let that deter you, for it is an integral part of its charm. Its splendidly preserved wood-framed houses are built for sipping cool drinks in the heat, while sitting in an easy chair on the porch on lazy summer evenings, with the strains of traditional jazz just audible from the open doors and windows of the bars and cafés in the French Quarter.

The Frenchness of New Orleans is nowadays heavily Americanised, but it is remarkable that it has survived at all, because the city was French only from its foundation in 1718 until the Louisiana Territory was bought by the United States in 1803 – and even that brief period was interrupted by nearly 40 years of Spanish rule.

Walking tours covering the French Quarter and fine mansions of the nearby Garden District are well worthwhile – get details from the tourist office. Some start at the state museum in the Cabildo, the old administrative headquarters in Jackson Square, where the historic district meets the river. But for those who prefer independence, the tourist commission offers a free pamphlet for a self-guided walk covering all the main buildings, with detailed accounts of their history.

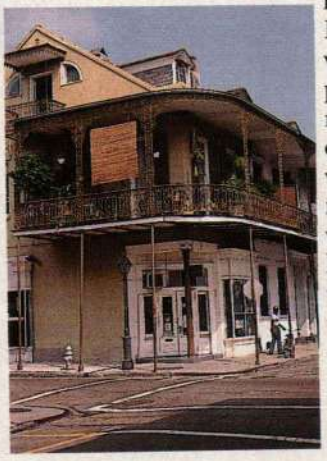
In the sleazy area around Bourbon Street, what are picturesquely called 'burlesque' houses are simply crude strip shows where the women look dejected and the drinks are over-priced. Shirt-sleeved crowds stroll along the street bearing disposable cups of beer and cocktails, including the local rum-based speciality, the Hurricane: too sweet for European tastes. Young drug addicts lounge listlessly against the walls of massage parlours.

Some of the best jazz has left the French Quarter – specifically the clarinettist Pete Fountain, one of the great names of New Orleans music, now to be heard at the Hilton Hotel on the riverfront. But it is still worth braving the perils of the Vieux Carré to sit in for an hour or so at Preservation Hall, where the group of plump and ageing, mainly black musicians still make wonderful sounds in a dingy room where you sit on hard benches or on the floor, or stand at the back. With an entrance fee of only two dollars (no drink or refreshments served) it is extraordinary value. At weekends the queue outside gets mixed up with that for Pat O'Brien's lively bar, another traditional haunt a few doors down.

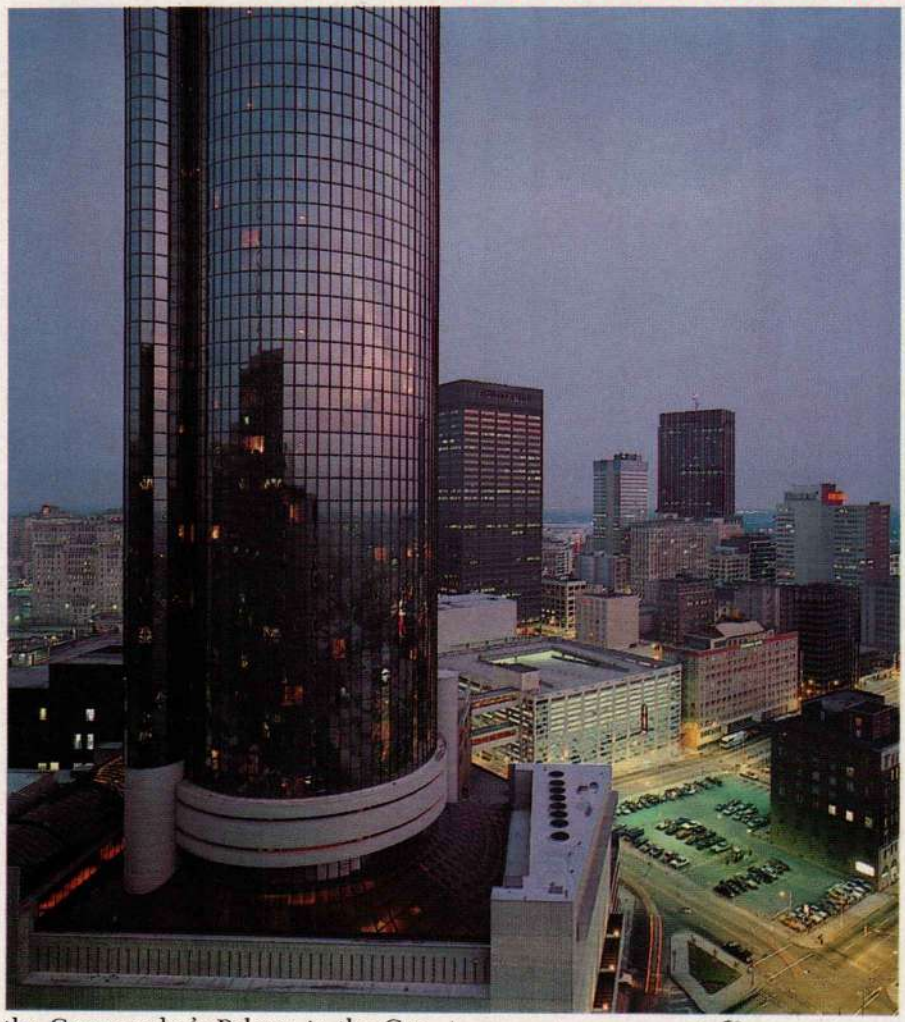
New Orleans' food is as famous as its jazz. You can snack cheaply on local oysters, crayfish and other shellfish from oyster bars in the French Quarter, or on 'poboys' – heated French rolls stuffed with seafood or virtually whatever you like. For grander dining the big-name Creole restaurants live up magnificently to their reputations, both for their mysterious, spicy cuisine and their *fin de siècle* atmosphere.

Antoine's is the most evocative. A few years ago it was down at heel, but it has been revived by its fifth-generation owner and once again boasts innovative cuisine and the authentic air of a huge Edwardian eating place, with signed pictures of its renowned visitors: I sat beneath Merle Oberon, Elizabeth Arden and Fiorello La Guardia, the long-serving mayor of New York, who had scribbled: 'Antoine cooks like other cooks think they are cooking.' Arnaud's, Broussard's, Brennan's (famous for its high-calorie breakfasts) and Galatoire's are the other classic restaurants, all with comparable ambience. Together they form a unique group unparalleled in any city I know: it would be a grave omission if you did not try at least one.

Those five are all in the French Quarter but some say the best of all is



Despite its reputation as a centre of night life, the French Quarter, the Vieux Carré, is at its best by day, for after dark Bourbon Street (above right), gets frankly sleazy and the jazz in its bars is of variable quality. An impressive number of early 19th-century buildings (right) have survived in this quarter. The wide, sultry Mississippi River (left) is best appreciated from the deck of a paddle-boat on summer evenings



the Commander's Palace, in the Garden District.

The most enterprising way of reaching it is by the slow tram that chunters noisily along St Charles Avenue from Canal Street downtown. It is the only survivor of the old New Orleans streetcars. Get off the tram at Washington Avenue and walk a block to your left to the restaurant.

If you go in the daytime you can visit one of the city's distinctive cemeteries just opposite. Because it is so low-lying and swampy, the dead are buried here in vaults above ground, many with elaborate decoration. Less wealthy corpses make do with modest banks of coffin-sized chambers that look like left-luggage lockers. You pass a similar cemetery on the way into town from the airport.

Britons of a masochistic turn of mind will want to visit the site of the Battle of New Orleans, where Andrew Jackson, later to become President, ended the British attempt to retake the American colonies in 1815. One of the river boats, the *Creole Queen*, stops here on its twice-daily trips, and there is an informative display that explains why we lost.

PHOTOGRAPHS BY ZEFA/THE IMAGE BANK/COLORIFIC!

ATLANTA

Atlanta has a more gruesome war record – it was burned to the ground by General Sherman's Union army in the Civil War in 1864. Andrew Young, today's mayor, quips that this set in train the first urban-renewal programme. It certainly seemed to set a precedent, for much of the city has been pulled down and rebuilt several times since. The downtown area is a forest of skyscraper office buildings and hotels, many put up in the last few years.

Although it is one of the country's most popular venues for conventions and meetings, Atlanta has not until recently marketed itself as a centre for tourism. Yet, as the fast-growing hub of the 'new South', it contains much of interest for anyone seeking to understand modern developments in America in their historical context.

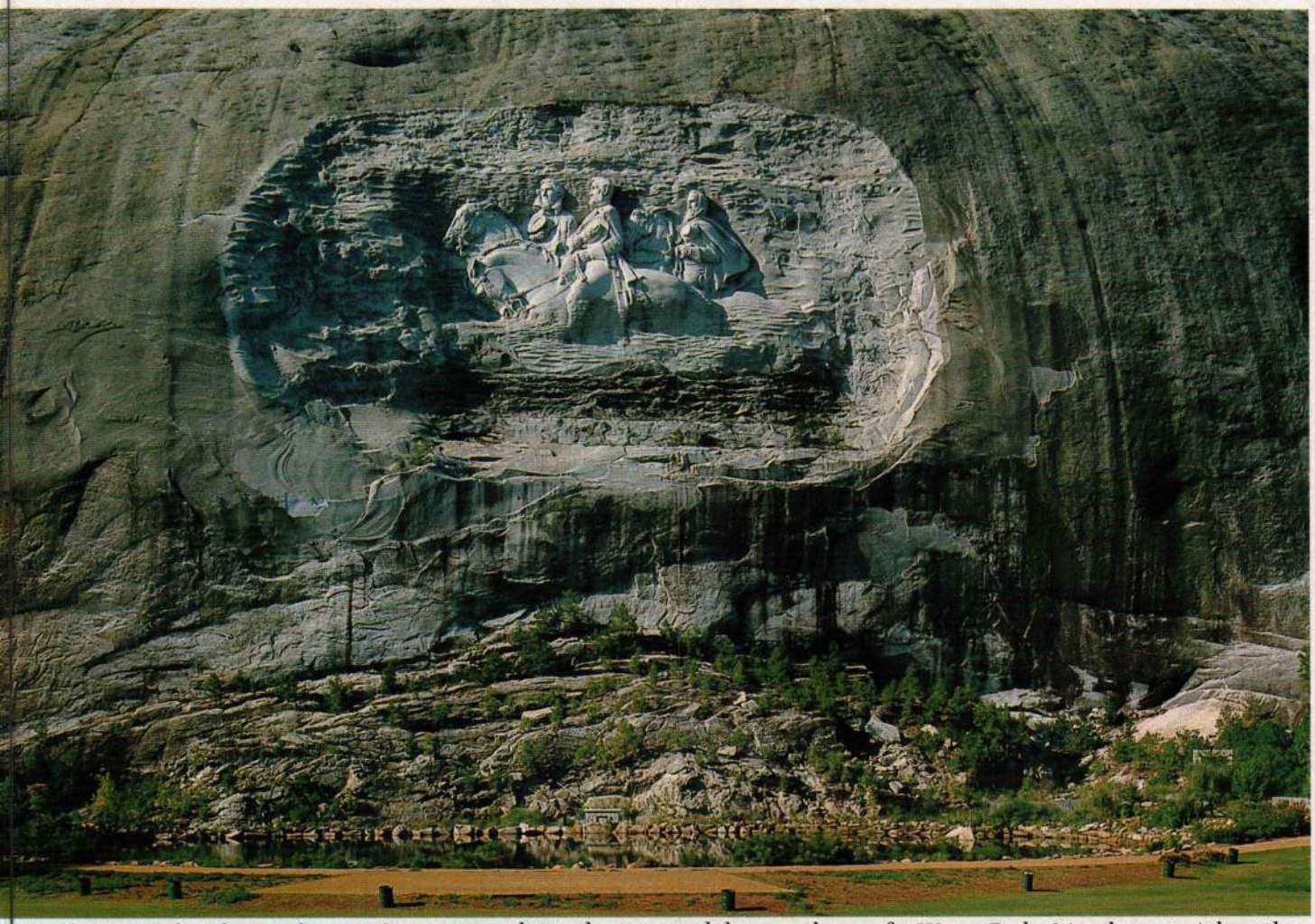
'The things people know about this city are all images,' says Margaret McPherson, Atlanta's director of tourism. '*Gone With the Wind*, Martin Luther King, Jimmy Carter and Coca-Cola. We have to show them there's something more.' *Gone With the Wind* plays permanently at a downtown cinema but apart from that there is little to commemorate the book.

Martin Luther King, the black civil rights leader, is remembered at a large modern complex that includes his tomb, a meeting hall, research centre and a museum devoted to his life. It is in Auburn Street, a few hundred yards from the house where he was born, which has been preserved as part of a pleasant area of 19th-century wood-framed houses – especially welcome because of the paucity of other old buildings in the city.

Atlanta's most unusual attraction is the Cyclorama, a huge and meticulously detailed circular painting of the battle that led to the destruction of the city in 1864. It was painted 100 years ago by a group of German and Polish artists imported for the purpose and is now on display in a specially designed building in a park about a mile from downtown. The seats revolve to allow viewing of all parts of the painting and a commentary with spotlights explains the military and human implications of what you see.

The Cyclorama and the Martin Luther King Centre both figure in the half-day sightseeing tour offered by Gray Line, which also takes in the Fox Theatre – one of America's finest surviving Art Deco cinemas – and the High Museum of Art, a masterpiece by the architect Richard Meier. But I do not recommend the tour unless you enjoy the peculiarly American pastime of gawking at the houses of the wealthy: the final hour is devoted entirely to that. As in most American cities, it is really best to rent a car and explore the sights for yourself.

There is, though, one excursion that railway enthusiasts will not want to miss. A wonderful 1907 steam engine pulls vintage Pullman cars on a circuit of the city or to Stone Mountain Village, just outside of Stone Mountain Park, some 16 miles east. At the park you can walk the mile or so to the top of the mountain, which is less strenuous than it looks. One face of the mountain has been carved with colossal images of heroes of the old Confederacy. After dark the figures are highlighted in a



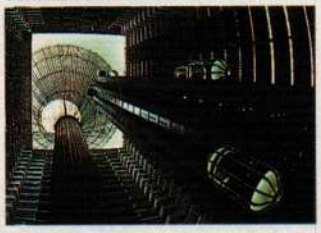
spectacular laser show. The train leaves from what used to be Underground Atlanta, a project aimed at remedying the lack of tourists and night life in the city centre. It failed in the 1970s because, says Mrs McPherson, it attracted 'undesirable elements'. It is, however, being rebuilt and is due to reopen sometime next year, all hint of nastiness exorcised.

There are plenty of places to eat international food in Atlanta but comparatively few that specialise in southern cooking – fried chicken, baked ham, mustard greens, corn bread – which is a limited cuisine and the prevalence of corn can make it stodgy. There is no more authentic a place than Mary Mac's, a large and inexpensive mid-town family restaurant which is so authentic that it closes at 8pm.

A more plush, expensive – and later opening – venue for southern specialities is Pittypat's Porch, near the downtown hotels. Its seven-course menu is probably too much for normal constitutions. At the other end of the price scale the Varsity, opposite the Georgia Institute of Technology, claims to be the world's largest drive-in restaurant and serves standard fast food.

What is there for children? Six Flags Over Georgia, 12 miles from Atlanta, is one of those all-embracing amusement parks that the Americans do so well, shortly due to be equipped with a still scarier roller-coaster. People who like to get wet are catered for at White Water Park, 14 miles out. Atlanta has used the convention as a deadline for completing several civic projects, notably the rapid rail link from the airport, providing a 15-minute ride from the baggage-claim area to the station in the middle of the city, close to most of the major hotels. Most important, the blanket international TV coverage of the conventions will put both cities on the tourist map.

Come November and either New Orleans or Atlanta will be able to add to its attractions that it was the site of the nomination of the country's 41st president. But there is no need for prospective visitors to wait until then: go to both great cities and be sure of getting it right. □



The Atlanta skyline at night (above left) is the face of the 'new South' – a dense forest of skyscraper blocks and hotels which contrast with the traditional Deep South image. One face of Stone Mountain (above) has been carved with images of Confederacy heroes; for some the pace of life remains sedate (above right) but the rest of Atlanta (below right) demonstrates the vogue for 'atrium' hotels

HOW TO GET THERE *Atlanta and New Orleans are in Delta's territory and the airline has been named the official carrier for both the Democratic and Republican conventions. From Gatwick, Delta runs a daily non-stop flight to Atlanta, with an onward connection to New Orleans, or you can connect to New Orleans through Delta's other Transatlantic hub, Cincinnati. The return Apex fare from Gatwick to New Orleans by either route (21-day advance booking) is £517 on weekdays, £527 at weekends.*

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	1	2-3	4-6	7-10
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JUST THE TICKET

Don't miss one of America's greatest travel bargains – buy an airpass before leaving home. If you plan to be travelling extensively within North America – either on business or for pleasure – you'll find an airpass is just the ticket you need. But remember, these special deals are sold only to overseas visitors, they cannot be bought in North America. There are three types:

STAND-BY PASS The deals from Northwest and Delta give you 30 days freedom of an airline's entire coast-to-coast, border-to-border network. Because you must travel on a stand-by basis, this pass is suitable for those not wanting to be tied to a specific itinerary and who have time to spare.

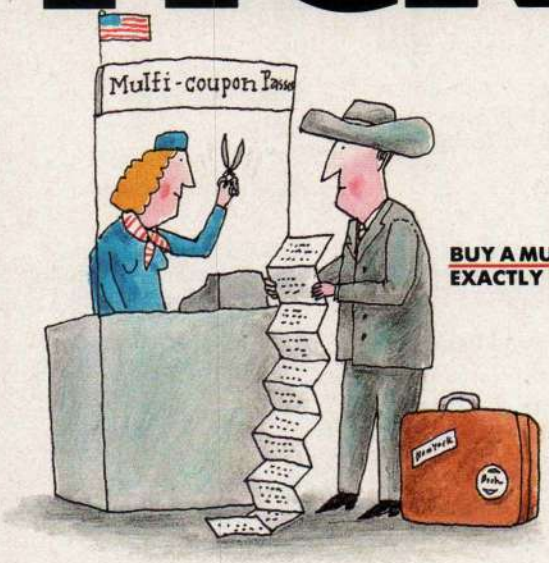
MULTI-COUPON PASS You buy a fixed number of coupons – anything from two to 12 or more – that cover a predetermined routeing. Normally the first flight must be fixed but the remainder can be left 'open dated'.

REGIONAL PASSES These are ideal for covering a specific area. Examples include US Air (East or West Coast), Delta (Southern states), Piedmont (Florida/Bahamas) and Hawaiian Air (all six Hawaiian islands). As with the multi-stop passes, some airlines insist that you book seven days ahead.

For extensive travel on a tight budget, there's really no substitute for the unlimited stand-by deal. And travel is unlimited. The airline gives you a booklet of flight coupons to use as and when required. When the booklet runs out, the airline provides another. You can minimise your chances of getting 'bumped' by avoiding peak travel times – early mornings and evenings during the week, and all flights on Friday and Sunday. It's also a good idea to call the airline before heading for the airport and check the flight status. If the reservations clerk says the flight's 'wide open' you should rarely encounter a problem. But remember, carriers like Delta/Northwest schedule many flights through their 'hubs' (vast aerial junctions), so if flying Delta from, say, Orlando to Memphis, be prepared to change planes en route in Atlanta – a process that'll see you standing-by for two flights. But if you are bumped in Atlanta, console yourself with the fact that dozens of other Delta flights depart Atlanta every hour for other points. So if Memphis is out, how about Phoenix or Los Angeles instead?

Multi-stop passes are also incredible value, provided you can fit in with that airline's schedules. For example,

THE STANDBY PASS IS PERFECT FOR THOSE PEOPLE WITH PLENTY OF TIME TO SPARE



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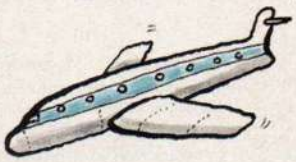

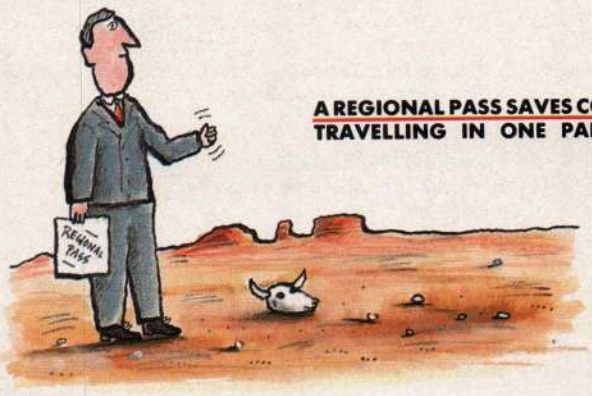

A REGIONAL PASS SAVES COSTS IF YOU ARE TRAVELLING IN ONE PARTICULAR AREA

ILLUSTRATION BY AXEL SCHEFFLER

TABLE OF AIRPASSES

AIRLINE UK TEL. NO.	PRICE	AREA COVERED/ REMARKS
AMERICA WEST 01-839 9381	4 coupons, £139; additional coupons (12 maximum) @ £18.	US Sunbelt/East and West Coast.
AMERICAN AIRLINES (0800) 010151	3 coupons, $299, 4 coupons, $399, 8 coupons, $499.	US & Canada. Sidetrips: Caribbean, $275; Hawaii, $350; Mexico, $250.
AIR CANADA 01-759 2636	4 coupons, £274, 12 coupons, £410. **Stand-by:** 4 coupons, £218, 8 coupons, £274.	Canada & US. Canada & US.
CANADIAN AIRLINES 01-930 5664	4 coupons, CA$537, 12 coupons, CA$897. **Stand-by:** 4 coupons, CA$429, 8 coupons, CA$537.	Canada & US. Sidetrip: Hawaii, CA$270. Canada & US.
CONTINENTAL (0293) 776464	3 coupons, $297; additional coupons (no maximum) @$99. 3 coupons, $147; additional coupons (no maximum) @$49.	US. Sidetrips: Hawaii, $300; Mexico, $200 US Northeast.
DELTA (0800) 414767	3 coupons, $247, 12 coupons, $619. Unlimited stand-by for $399. Circle South: 3 coupons, $207; additional coupons (8 maximum) @$69.	US & Canada. Sidetrips: Alaska/Mexico/Puerto Rico/ Bermuda all @ $200; Hawaii, $300/$400. US. US Southern States.
HAWAIIAN AIR (0293) 774412	Flat rate: $135.	All six Hawaiian islands.
NORTHWEST 01-629 5353	4 coupons, $379; additional coupons (no maximum) @$25. Unlimited stand-by for $379.	US & Canada. Sidetrips: Hawaii/Alaska/Mexico all @$200; Caribbean, $150. US & Canada. Sidetrips: Alaska or Hawaii, both $200.
PAN AM 01-409 3377	3 coupons, £165; additional coupons (no maximum) @ £55.	US. Sidetrip: Hawaii, $238.
PIEDMONT (0800) 777333	3 coupons, $197. Up to 12 coupons possible at extra cost. 3 coupons, $149; 4 coupons, $199.	US, Canada & Bahamas. Florida & Bahamas US East Coast, Canada & Bahamas.
TWA 01-439 2233	3 coupons, £55; additional coupons (12 maximum) @ £55.	US. Sidetrips: Caribbean, £110; Hawaii, £131.
UNITED 01-997 0179	4 coupons, $399; additional coupons (12 maximum) @ $25.	US & Canada. Sidetrips: Bahamas/Mexico/ Alaska all @ $200; Hawaii $300/$400.
US AIR (0992) 441517	1 coupon, $99; 2 coupons, $189; additional coupons (no maximum) @ $40. 1 coupon $199; 2 coupons $299; additional coupons (no maximum) @ $40. 2, 3 and 4 coupon passes available for $109, $129 and $189 respectively.	US East Coast/Midwest US. US West Coast.
WARDAIR (0345) 222333	4 coupons, £249; additional coupons (8 maximum) @ £17.	Canada.

BEFORE YOU GO

It's unlikely that any single airpass will cover all the destinations you need. So:

Tailor your itinerary to that airline's schedules and not vice versa.

Be prepared to buy extra cost sectors to bridge the gaps.

Airline de-regulation gave Americans the world's best value air fares. But it also produced more business than the system can handle. As a result, the nation's airlines and airports are creaking under the strain. To lessen the hassle. Try to:

Avoid flying at peak times every day and all day Friday and Sunday. And to minimise the chances of missed connections and lost luggage:

Allow plenty of time (at least one or two hours) when changing flights at an airline's hub.

Failing that, opt for a direct or non-stop flight wherever possible.

booking the $399 (or £210) United four-coupon pass lets you fly: New York-Seattle-San Francisco-LA-New York. Or in other words, 6000 miles of flying for the same price as it costs to fly the 400-mile London/Paris round-trip in business class.

Another good deal is Piedmont's three-coupon 'System-wide Airpass'. Passengers flying Piedmont transatlantic into Charlotte, North Carolina, a mere $197 (or £103), gain access to any three of Piedmont's 58 destinations. Take your pick from Miami, Nassau, Montreal, San Francisco and New York... to name just five.

Regional airpasses score for simple trips. On the East Coast, US Air charges $99 (or £52) for a one-way Toronto/Washington DC flight, while New York/New Orleans costs $189 (or £99) return. Over the West Coast, US Air charges $129 (or £67) for the popular round-trip LA-Las Vegas-San Francisco-LA circuit.

Many airlines – these are noted in the chart – offer side trips to Alaska, the Caribbean, Hawaii or Mexico for a modest fee.

Three Canadian airlines now market airpasses. Air Canada's deal allows you to make a transborder foray to major US cities like Miami, New York, San Francisco and LA. For example, for only £274, you can fly Toronto-Vancouver-Calgary-LA-Toronto.

To make the most of your airpass, obtain route maps and timetables before you leave. All the airlines mentioned here have offices in the UK.

One final point. US airlines now frown upon passengers who smoke on domestic flights. Smoking is practically banned on all flights of two hours or less, while Northwest recently banned smoking on all its domestic flights. □

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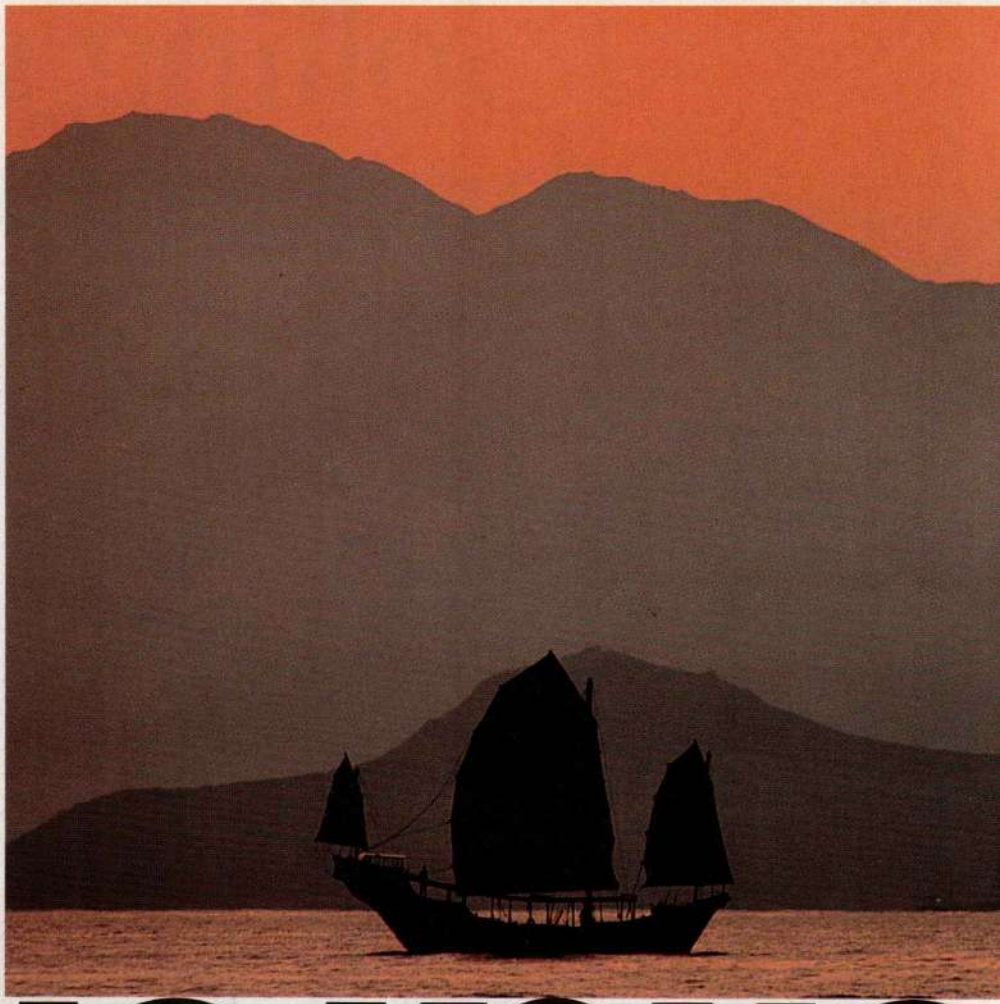
The hectic pace of business life in Hong Kong means it's easy to forget tha



HIDDEN HONG KONG

The world's biggest transit lounge, the last jewel in Britain's imperial crown, a borrowed place living on borrowed time, or, translated from the Chinese, the golden mountain where men eat fat pork – call it what you will. But there's an aspect of Hong Kong that these labels do not define: the incredible beauty of its countryside. Some 80 per cent of Hong Kong's 1070 square kilometres is wonderfully picturesque, not unlike the highlands of Scotland.

Add to these statistics 6000 miles of well-kept public footpaths and 250-odd islands, many of which are uninhabited, and you have a territory of variety and fascination, much of which is hidden from those visitors who come to work, to fill their bags with shopping and their bellies with Chinese food.

By definition, the more hidden Hong Kong is, the more difficult it is to reach. So it's not surprising that few visitors discover that buried within these hills are forgotten villages inhabited only by a few elderly people (their children and grandchildren are probably living in the UK). The only access to many of these places is on foot, or, in emergency, by helicopter. Clinging to the rocky coastline are fishing villages which can be visited only by boat. And on some islands which dot Hong Kong's territorial waters are the ruins of settlements, now long abandoned.

Hidden Hong Kong also includes urban areas that most visitors would not normally explore: repositories of ancient Chinese culture in the old Western District on Hong Kong island, for instance, or the teeming tenements of Kowloon Walled City.

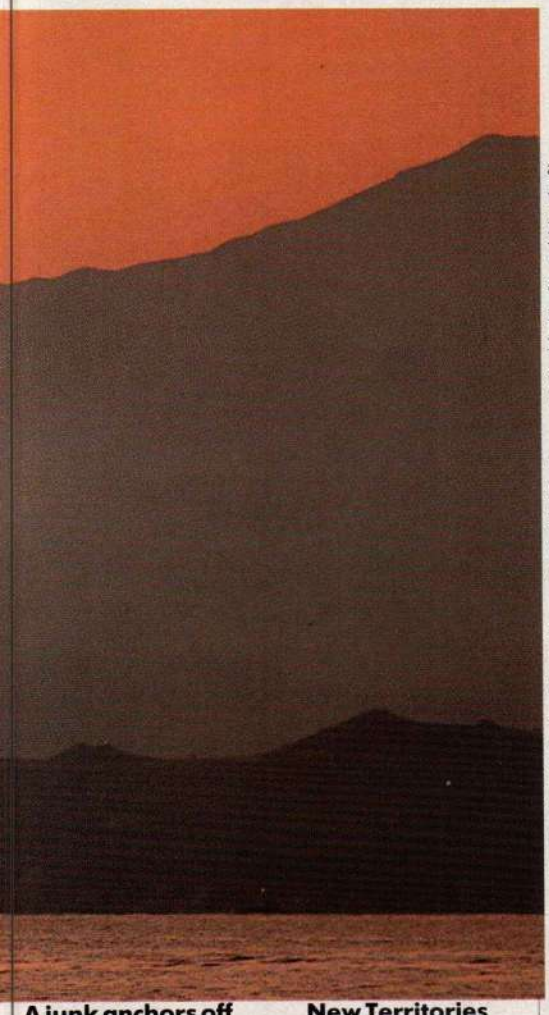
Let's start this journey of exploration with a short, easy walk and a long lunch on Lamma Island; not exactly hidden Kong Kong to most residents, but an unusual off-the-beaten-track adventure for visitors. This is the third largest of Hong Kong's outlying islands, but it remains unspoiled.

The journey begins before you leave your hotel with a telephone call to the Kong Kong Yaumati Ferry Company (tel: 5-423081) or the Hong Kong Tourist Association (HKTA) (tel: 3-7225555) to check the ferry schedule to Yung Shue Wan ('Banyan Tree Bay') on Lamma Island and the times of the return ferries from Sok Kwu Wan ('Hand Net Bay'). It's important not only to check the times, but also from which pier the ferry leaves. Some Sundays, when visiting business travellers will probably make this trip, the Lamma ferries go from Blake Pier (just west of the Star Ferry Pier on Hong Kong side), and sometimes they depart from the Central Harbour Services Pier a couple of hundred yards further west along the waterfront. The trip, which takes about 40 minutes and costs HK$5, takes you west through the spectacular Victoria Harbour, past tankers and container vessels lying at anchor, and then south to Lamma.

Walk down the ferry pier and turn right along the main village street. You'll pass sidewalk hawkers selling fresh locally grown vegetables and wide wicker trays of fish and squid drying in the sun. Lamma, you might think, is an Oriental version of a Greek island. And there's even an English-style pub. Continue until you reach a left turn and a sign pointing to Sok Kwu Wan and Hung Shing Ye Beach. If the sign is no longer there, don't worry. Either follow the other walkers, who will surely be going the same way, or ask anyone for Sok Kwu Wan and you'll be pointed in the right direction. Shortly out of Yung Shue Wan village at the

PHOTOGRAPHS BY NIK WHEELER

there's a peaceful world only a few miles from the city. *Derek A C Davies* **reports**



A junk anchors off Lantau (above), the largest of Hong Kong's many islands. Dai Long Wan beach in the New Territories (below), and a view over Lamma island (right): all ideal spots for the great escape

top of a hill you'll see heavy stone tables and chairs under broad leafy trees. To the left there is a small general store which offers cold beers as well as soft drinks.

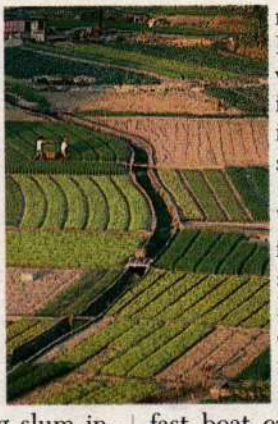
This 'pub', which does not appear to have a name, has been written up as one of the best bars in Asia (along with the rather grander Captain's Bar in the Mandarin). Indeed, resting here in the shade on a hot summer's afternoon with a cool drink, while sleepy dogs slink among the tables, can be one of life's more enriching experiences.

Further on, in a group of houses overlooking the long, sandy Hung Shing Ye beach, is the excellent Cantonese restaurant, Han Lok Yuen. Try their roast pigeon or seafood. To book a good table on the shady terrace phone in advance (tel: 5-9820680).

You might care for a swim before continuing the walk around the coastal path, up over the centre of the island and then down to Sok Kwu Wan. From the crest of the hill you'll see the floating pontoons of the fish farms in the bay, with a cement works on the left and the waterfront restaurant on the right. These are Lamma's famous seafood restaurants, some of them named after big hotels – the Lamma Hilton, the Lamma Regent and others.

As you settle down to plates of steaming fresh prawns, lobster, crab or a fish that you have personally selected from the fish tanks, with a good bottle of wine to go with it, the hour's walk will seem worthwhile.

After a day in the countryside, you may want a complete contrast. Try the Walled City. In Hong Kong's New Territories (the area of land which was leased to Britain in 1897 for 100 years), the ancient villages are surrounded by high brick walls and moats that were originally built for defensive purposes.



But the so-called Walled City of Kowloon, not far from Kai Tak Airport, has no wall at all. There was once a wall, but it was dismantled by the Japanese during their occupation of Hong Kong in World War II and the stones used to extend the airport runway. The city itself is a decaying slum inhabited by some 50,000 people, but there are now plans for its demolition. It's a rough area of dank tenements and dark passageways, a 'labyrinth of crime' inhabited by Triads (Chinese-style Mafia). It has been claimed that the Walled City is legally part of the People's Republic of China, and the Royal Hong Kong Police are said to be reluctant to enter the area.

Exercise caution if you visit and do not go in looking like a tourist with a camera around your neck. On your own, a walk along Tung Tan Tsuen Street is probably as far as you will wish to venture. The poor come here to have their teeth fixed or pulled by unlicensed dentists from China. Beneath their feet rats as big as cats scamper away down the dark alleys over miles of illegal and dangerous sparking power lines. And disease flows freely through the wide open sewers. Visiting the city with a Chinese friend I found it spooky, mysterious and intimidating, but no harm came to us. We even found an ancient cannon that had somehow been buried in the earthen floor of a passageway.

For a less dangerous but equally interesting sortie Chinese-style, take a walk around the artisans' shops and stalls in the alleys and Central Market of Hong Kong Island's Western District. The HKTA publishes a good booklet which you can pick up from their Connaught Centre offices.

There are numerous spots to explore in the New Territories: perhaps your first visit was on the excellent HKTA bus tour. But for an away-from-it-all day trip go to the tip of the Sai Kung Peninsula in the northeast to discover a truly wonderful beach: a mile of spotless white sand. During the autumn and winter huge breakers roll in from the ocean creating perfect conditions for surfing.

Yet Dai Long Wan ('Big Wave Bay' – not to be confused with a beach of the same name on Hong Kong Island) is always practically deserted. Why? Because it is a major expedition to get there. In the summer a fast boat can take you to the beach easily enough, but when the surf's up it's not possible to get ashore.

The only way is to hike, which takes about an hour and a half from the nearest road. If you're adventurous enough to make the journey you must first make your way to Sai Kung town and from there take a bus or a taxi into Sai Kung Country Park (private cars not allowed). Ask the driver to drop you at the beginning of the trail. But first you'll need directions in Chinese characters for the taxi driver. Visit the HKTA and explain what you want to do. They will give you directions to Sai Kung town as well as write down directions in Chinese. Good maps of the area are available from the Government Publications Centre in the General Post Office.

On a fine day when it's not too hot, this trip is magic. I know of no lovelier place in Hong Kong. □

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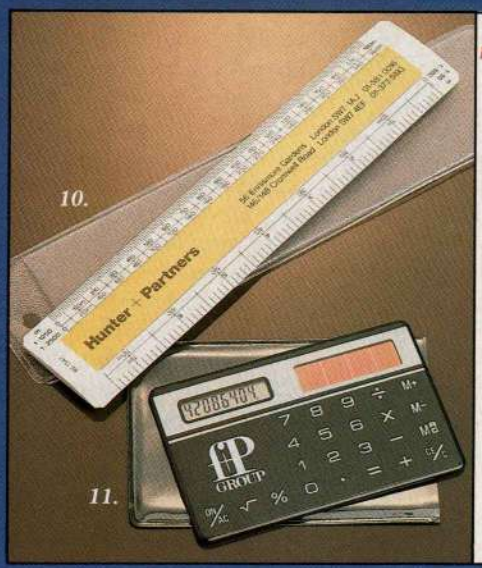

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HONG KONG: WHERE TO STAY ON ARRIVAL

The toughest travellers need to put their feet up to recover from the relentless pace of business and shopping in Hong Kong. Standards of hotel comfort and service are some of the highest in the world, and the choice is wide. The newest hotels include the Hotel Nikko on Mody Road. Over the next months watch out for the Ramada Renaissance, a new Marriott on Queensway, a Grand Hyatt and others. Despite all the new rooms, it will probably still be impossible to find a bed in the crowded autumn months unless you book in advance. And if you want to be part of Hong Kong's history, it's not too early to book for midnight on June 30 1997 when the territory is officially returned to Chinese rule.

Until September, a number of top hotels are offering particularly attractive inclusive packages. Here's a chance for those who could not normally afford it to enjoy being treated like a potentate at affordable prices.

Guests are offered a range of welcome gifts and special deals. Some of the best: two people sharing a room for two nights at the Mandarin for HK$1590 per person, including breakfast, Mercedes airport transfer, use of pool, etc. The Hyatt Regency has several deals including a five-night package at HK$2870 per person on a twin-sharing basis. The Holiday Inn Harbour View offers three nights for HK$400 per person sharing. The Regal Airport Hotel (tel: 3-7180333) has two nights for HK$1111, single or double, with several perks including express China visa service. The Marco Polo (tel: 3-7215111) at the heart of Harbour City, has a 'Summer Suite Encounter' for HK$999, including useful 1800 checkout. The Asia Hotel (tel: 5-749922) has several packages including six nights for HK$2488. Nineteen hotels in all have special summer packages promoted by the Hong Kong Tourist Association (01-930 4775), or contact the hotels direct. And most other hotels will have special summer offers, so it's well worth shopping around.

HOTELS: KOWLOON

THE PENINSULA (Tel: 3-666251; telex 43821 PEN HX) *Salisbury Road*
Sixty years old, and newly renovated to standards of high-tech luxury. The Pen's large rooms have every comfort, and with three staff to each guest, outstanding service. Excellent cuisine, especially the new Inagiku Japanese restaurant. Movie stars and producers, toy kings and fashion tycoons stay here. Behind, the sister KOWLOON hotel offers more modest rooms and meals for business travellers on a budget. From HK$1400.

THE REGENT (Tel: 3-7211211; telex 37134 REG HX)
Salisbury Road
All marble and glass: there's nothing to beat resting on your bed at dusk, the busy harbour below and the lights of Hong Kong twinkling opposite. Popular for its prime location and efficiency, and attention to women travellers. The Plume is one of Hong Kong's best French restaurants (ask for a tour of the cellar). Fine Cantonese food in Lai Ching Heen, with memorably pretty jade table settings. Big outdoor pool, health club. From HK$1250.

SHANGRI-LA (Tel: 3-7212111)
64 Mody Road, Kowloon
Glamorous and grand, with an imposing lobby, complete with fountain, huge Viennese chandeliers and Malcolm Golding's murals. Large rooms, many with harbour views, non-smoking floors, many meeting rooms. VIPs book into 'Club 21' for extra business efficiency. From HK$1200.

HOLIDAY INN HARBOUR VIEW (Tel: 3-7215161; telex 38670 HX)
70 Mody Road, Tsimshatsui East
A popular hotel for those with business Kowloon-side and conveniently situated a short walk from the Star Ferry. Over half the rooms have a good harbour view. Pool and health centre. From HK$950.

HYATT REGENCY (Tel: 3-662321; telex 43127 HX)
67 Nathan Road
Nearing the end of a major renovation programme, this hotel is well liked by business travellers for its excellent two-floor Regency Club. Ideal if your work is in Kowloon or if shopping is your aim. From HK$1000.

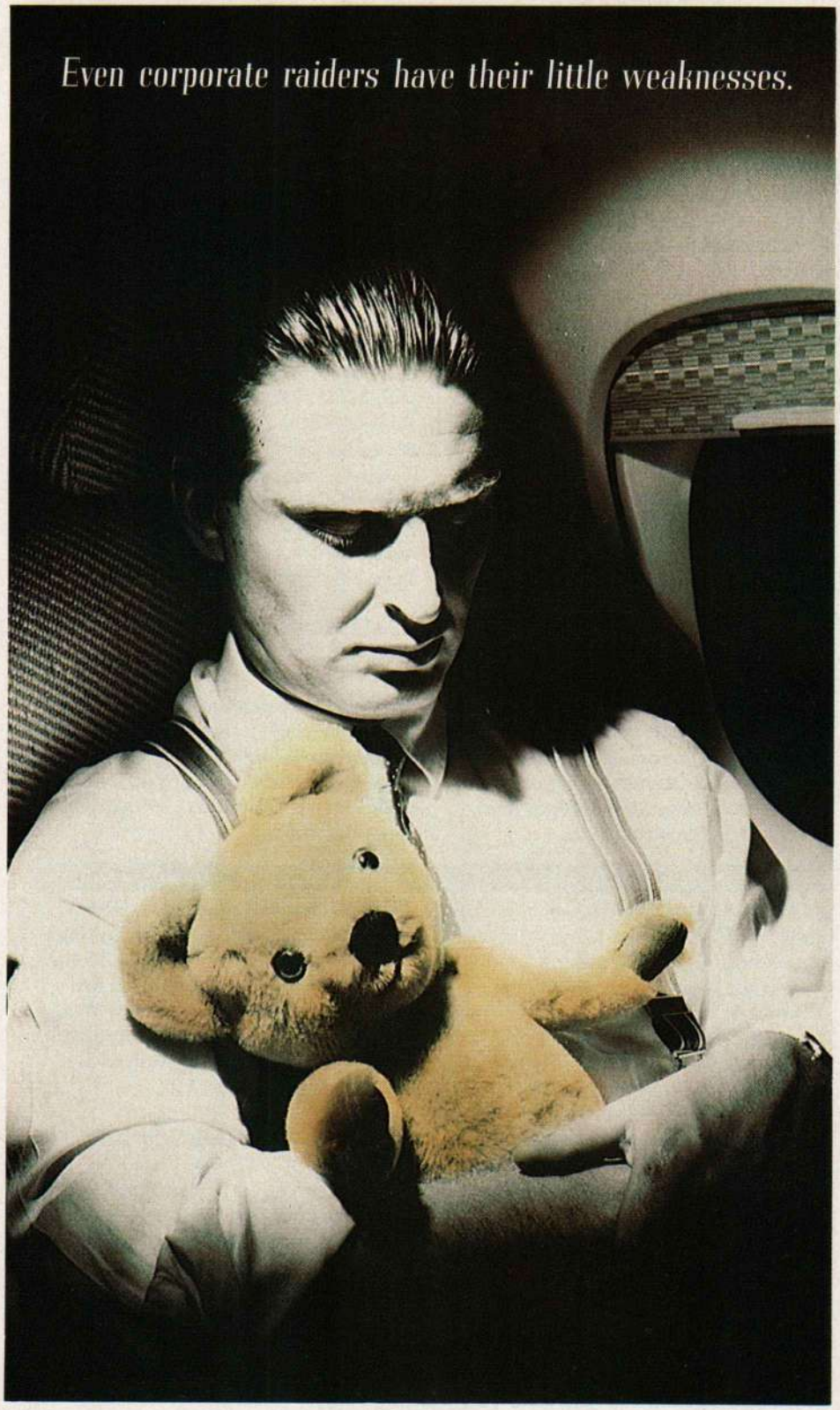
HOTELS: HONG KONG ISLAND

MANDARIN ORIENTAL (Tel: 5-220111; telex 73653 HX)
5 Connaught Road, Central
Already a legend in its own short lifetime of 25 years, this hotel wins more awards than any other in the world. *Airport* would like to offer one more: for the *World's Best Breakfast*. Where else, if you request porridge, do you receive not only an automatic choice of milks from Lantau's Trappist monastery, or if you prefer cream, you are asked if you'd like it hot or cold? Everything you've ever dreamed of is on the menu, and it's not expensive. Internationally acclaimed restaurants, and excellent health centre, including indoor pool. Politicians, royals, the great and the good stay here again and again for the discreet efficiency and quiet luxury (and especially the famous linen sheets). And if you remember your stay at the Mandarin, so they too remember your particular requests from one visit to the next. From HK$1350.

HONG KONG HILTON (Tel: 5-233111; telex 73355 HITL HX)
2 Queen's Road, Central
Efficient, popular and thoroughly refurbished including six executive floors. Dim sum in the Eagle's Nest on the 25th floor overlooking the harbour is a perfect way to start a visit to Hong Kong. Journalists congregate in the Dragon Boat bar. Cruises on the Wan Fu, imaginative and useful daily gifts for guests, heated open-air pool: a very nice hotel. From HK$1250.

HOTEL VICTORIA (Tel: 5-407228; telex 86608 HTLVT HX)
Shun Tak Centre, Connaught Road, Central
At the top of the Macau Ferry Terminal, this hotel and the furnished apartments below have already made their mark internationally. The penthouse suites, from HK$5000, offer spacious rooms, your own garden and sauna, and memorable purple satin sheets. Popular executive floors, good restaurants, and of course a stunning view down Victoria Harbour. From HK$900.

EXCELSIOR (Tel: 5-767365; telex 8956459)
Gloucester Road, Causeway Bay
A fine hotel, especially if you're keen on Hong Kong's food. Some of the best restaurants are in this area. Famous for its English pub, the Dickens. From HK$900.



"Even corporate raiders have their little weaknesses? Is that any way to talk about an asset stripper?

The photographer caught me unawares. He wouldn't even do a deal on the negatives. What a loser. A man's entitled to his privacy, isn't he?

They just wanted a picture that told a story, but not necessarily

the true story. The fact was I'd promised young Ben something special this trip. But what with delays, cancellations and over-running meetings, it left me with no time whatsoever. You know what it's like.

So I was only too glad to come across Teddys at Gatwick North, crammed to the ceiling with the biggest range of soft toys in the U.K. And when that cuddly bear looked at me with his..."

Teddys

TO BE SURE OF A BIG SURPRISE

Teddys Ltd. The Avenue, North Terminal, Gatwick Airport, West Sussex, RH6 0PJ. Tel: 0293 502804.

Britain's premier airports are attracting the sort of shops that set trends and fashions in the high street. *Johnson Kane* reports on the BAA's business bonanza

WHEN VIPs ARE

VERY IMPORTANT PURCHASERS

We called him Robbo and he used to be a sergeant-major but he taught me a vital lesson about retailing that I've not forgotten. His philosophy was a simple one. If your shelves are untidy, your goods are not clearly priced or unattractively displayed, Robbo maintained that no amount of salesmanship would shift them.

The message was clear even to a teenage trainee: good service is the key to successful retailing.

BAA is a firm believer in the value of good service. In fact, there are few more successful retail operations in Britain than the shops at our seven airports. In 1986, for example, the Duty and Tax Free shop at Heathrow's Terminal 2 took more than twice as much per square foot than Marks & Spencer's top London store. And that has a place in the *Guinness Book of Records* as the department store with the world's fastest-moving stock.

Looked at another way, BAA's airports account for 20 per cent of the nation's perfume sales and last year 1.3 million bottles were sold at Heathrow alone. Gatwick's Burger King is the busiest such outlet in the world.

Taking all our commercial activities together, BAA's income from this source exceeds the revenue earned from airlines in fees to land and park their aircraft at our airports. So duty-free shoppers help themselves to a double benefit: goods at around 40 per cent less than high street prices, the proceeds from which help keep the costs of flying from taking off.

But the Duty and Tax Free shops represent only part of the story of airport retailing. More and more specialist shops are setting up in the landside areas of airports, so they have no price advantages over the high street.

Why are they there? Just ask people like Roy Bishcoe of Tie Rack and Anita Roddick of Body Shop and they'll tell you that their airport outlets are among their most valuable.

Now there is a revolution taking

PHOTOGRAPH BY JOHN BARLOW

place in our high streets. Not only do shoppers demand the highest possible standards of service, not only is their greater affluence making them more discerning in their choice, but they want something more. They want shopping to become an exciting experience. They want to be treated as VIPs – Very Important Purchasers.

Airports start with an advantage: the buzz and excitement of travel. In fact, airports are a highly specialised retailing environment. The majority of our shops, and catering outlets, too, are operated by concessionaires. But that doesn't mean we are landlords and nothing else. We believe the key to success for both the retailer and the airport is partnership.

IN 1986 THE DUTY AND TAX FREE SHOP AT T2 TOOK MORE PER SQ FT THAN M&S'S TOP LONDON STORE

With our special knowledge of passenger profiles at a particular terminal, we can assist the retailer's understanding of his market. In fact, we have had senior people in major retailing companies come to ask us how they can do better. It's hard to imagine that kind of dialogue between landlord and operator taking place in a typical town centre.

Recently we moved into direct retail operations with the Teddy's shop at Gatwick's North Terminal. Run by a BAA subsidiary, it concentrates on soft toys, which, experience tells us, are just as popular with adults as they are with children. Now we're looking for sites for more Teddy's shops. Not all of them will be at airports.

That is not to say that BAA will be abandoning the concessionaire system. We won't. People like Roy Bishcoe know more about their own specialised areas of retailing than we ever could. But by operating some shops of our own we are adding to our mix of skills and acquiring a more comprehensive perspective of retailing both at airports and in the high street. There can be no doubt that even higher standards of service will be sought in the near future.

High street trends and fashions will continue to be reflected to a greater extent at our airports. More and more familiar high street names will be appearing there. The trend is already established. Burtons and Dorothy Perkins both have shops in The Avenue, Gatwick North Terminal's unique shopping mall. There will be developments on the duty and tax-free selling side, too. Here again specialised markets can be developed. Take the Impressions shops at Heathrow's Terminal 4, for example. Their personal method of selling, plus the type of goods available, appeal particularly to Japanese visitors. European goods with designer labels carry much prestige for them.

Just as airport shopping is reflecting high-street images, so airport retailing can be translated to other locations. The contract British Airports Services, BAA's enterprise arm, recently signed with a major hospital to run and develop its own shopping mall using airport experience is an example. Now there's a queue of others we hope to assist in this way. And I don't expect it to stop at hospitals either.

After all, our airport terminals are comfortable and pleasant shopping malls which are well planned and 'user friendly', but unlike some town-centre ones, they are also safe and secure.

We think our retailing skills can be developed to offer continually improving standards of service to shoppers at our airports and elsewhere.

I think Robbo would approve. □

Johnson Kane is Commercial Services Director for British Airports Services Limited.

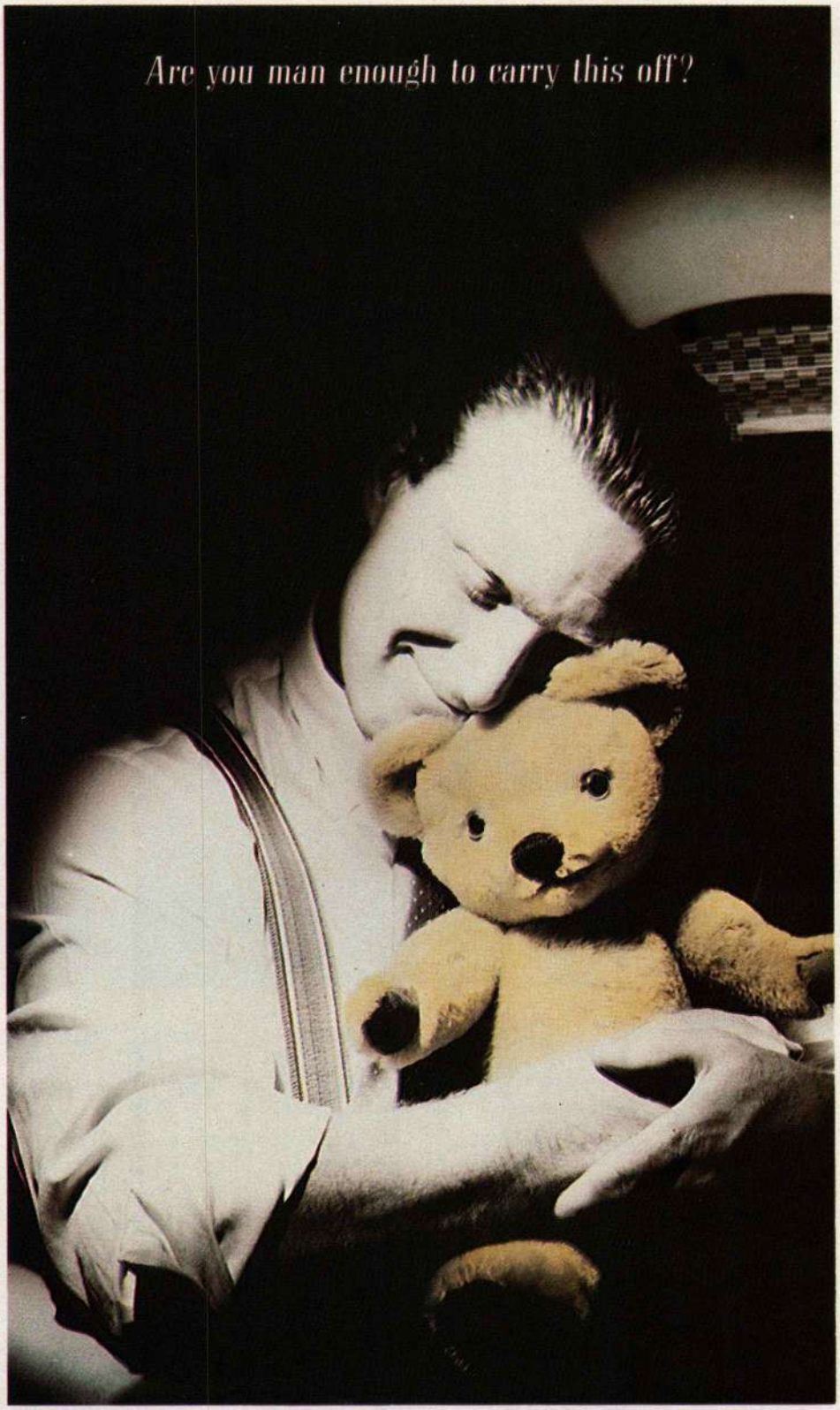
Are you man enough to be seen boarding a jet with a little bear in tow?

You probably are, but your shareholders might take a dim view of it. To such an extent, in fact, they could well create a 'bear market' that you wouldn't want to be associated with.

So, if you think it wiser to keep it under wraps, use Teddys unique "Post-a-Ted" service. Your cuddly bear will be gift-packed and despatched immediately, with your personal message, to any destination in the world.

For your further information "Post-a-Ted" is available from Teddys at Gatwick North. Or if you'd prefer just telephone 0293 502804.

Use this service at your discretion. It may save you from having to handle a scandal.



Teddys

TO BE SURE OF A BIG SURPRISE

Teddys Ltd. The Avenue, North Terminal, Gatwick Airport, West Sussex, RH6 0PJ. Tel: 0293 502804.

THE GREAT GIFT GUIDE

Summer savings on stylish accessories, scent and liquor

RIGHT
Glayva is a classic Scottish liqueur which blends honey, natural herbs and whisky together to produce a smooth, mellow chaser. Price £9.75 for 1 litre

FAR RIGHT
The Hanimex 35FX is the ideal holiday snapshot camera, from £16.95. For maximum photographic versatility try the 35DL with simple twist dual lens, from £25.95. (Not available at Heathrow T1, Stansted or Glasgow)

RIGHT
Glenlivet malt whisky now comes in a range of six painted and embossed tins portraying the classic golf courses of Scotland, such as St Andrew's, Carnoustie, Muirfield and Troon. Start your limited-edition collection for £11.95 for a 75cl bottle of Glenlivet. Available from Heathrow T2, 3, 4 and Prestwick

PHOTOGRAPHS BY GARY CHILDS

THE GREAT GIFT GUIDE

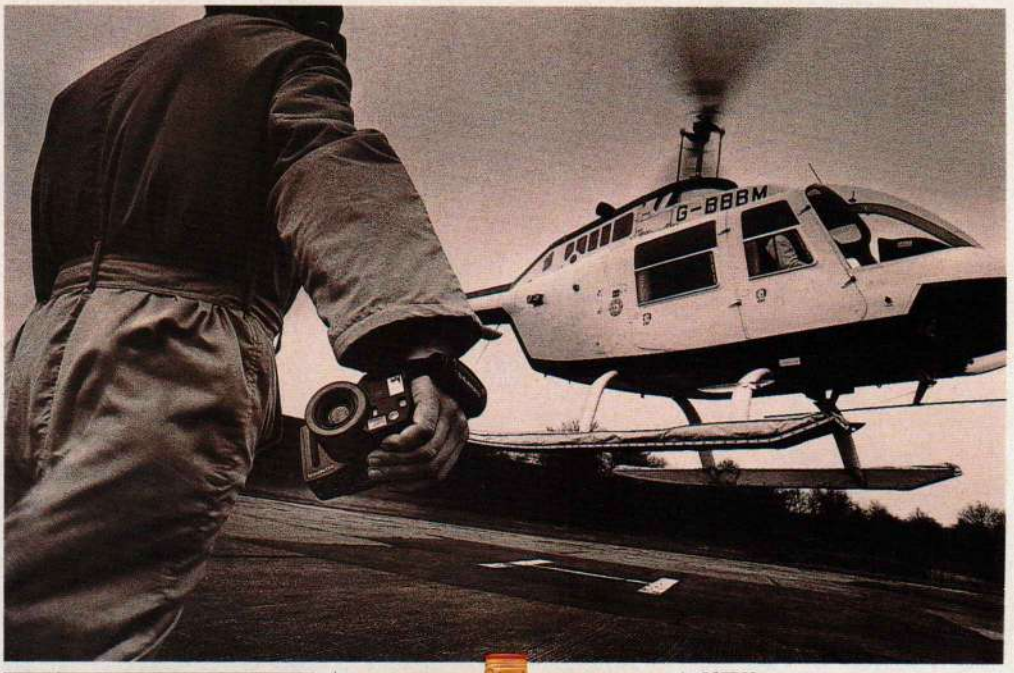
FAR LEFT
Ron Bacardi light-dry rum is a top-selling brand. This summer any customer buying Bacardi rum can send away for a free 35mm camera. A litre bottle costs £6.60

LEFT
Jardins de Bagatelle from Guerlain is a light, fresh fragrance with a hint of violets and lemons. This popular beauty accessory comes in a 100ml eau de toilette spray and costs £28

LEFT
From Sanyo comes the world's smallest personal stereo. The JJ-R4 radio/cassette with automatic reverse costs from £86.95. The stylish, black, hand-held Sanyo VM-D1P video camcorder has a built-in playback monitor facility and fifteen hundredth of a second shutter speed. It costs from £900. (Not available at Heathrow T1, Stansted or Glasgow)

JULY

GOOD BUYS 1



SUPERZOOM

The AZ 300 Superzoom is the brand-new camera from Olympus. It has 15 functions, but the most outstanding is the power-zoom lens, allowing any focal length from 35mm-105mm at the touch of a button. Price from £215.

TWO'S COMPANY

Frequent travellers require compact, efficient gadgets

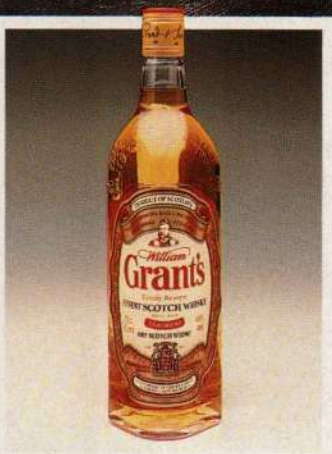
such as the chic Remington alarm clock RQ3 which costs from £6.95, the shaver XLR 500 costs from £9.50

ENJURA IT

This 10-year-old single malt has a dry, peaty nose and a mature but delicate taste. Try it. A litre costs £12.99

SPIRIT OF FINLAND

The smoothest vodkas are distilled from grain-based alcohol. Test for a pure vodka by drinking it neat. A litre of Finlandia vodka costs £5.75. (Not Edinburgh)



CRÈME DE LA CRÈME

Crème de Grand Marnier is a smooth blend of Original Grand Marnier and fresh Normandy cream. Serve it chilled. A litre costs £8.99 at Heathrow and Gatwick

NEW LABEL

William Grant's Family Reserve Finest Scotch Whisky now has a brand-new distinguished label and name. A litre bottle costs £6.55

VODKA MARTINI

Buy a half litre of Gilbeys Gin for only 50p with two purchases of Gilbeys or Smirnoff. A litre of Smirnoff Blue Label costs £6.60

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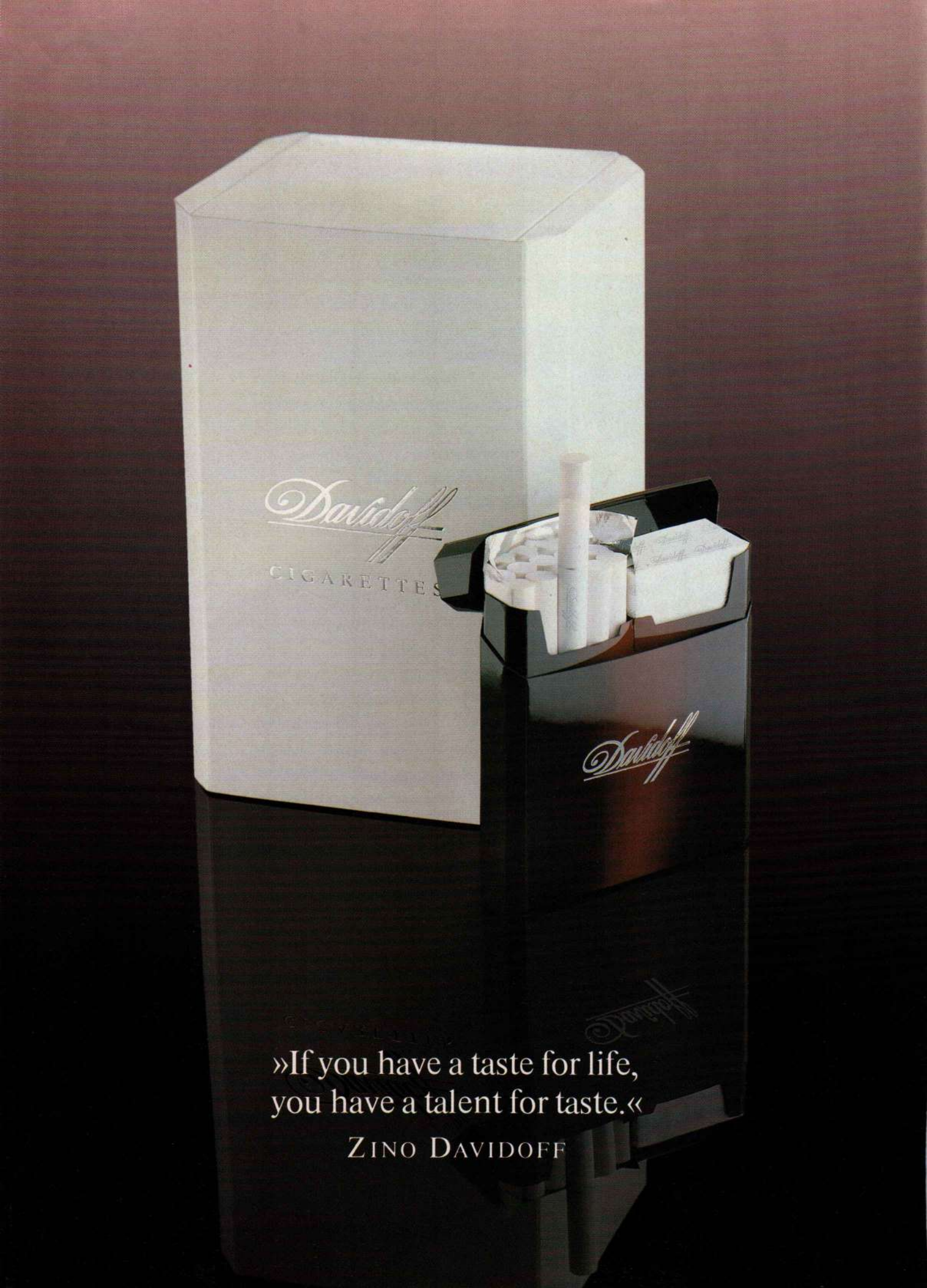

Davidoff
CIGARETTES
Davidoff
»If you have a taste for life,
you have a talent for taste.«
ZINO DAVIDOFF

JULY

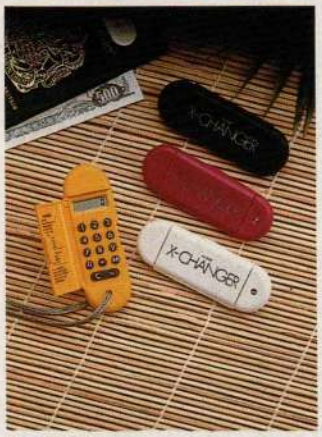
GOOD BUYS 2

SILVER SPIRIT

Tequila is distilled from the juice of cactus plants. Drink it with lime and salt. A litre of Montezuma tequila costs £6.85 from Heathrow T1, 2, 4 and Gatwick North

WHISKY CHASER

A 75cl bottle of 20-year-old Bell's Old Scotch whisky costs £16.25 from Heathrow



FOREIGN X-CHANGER

The X-Changer promptly converts currencies. Price from £4.95

PRIME BLEND

Enjoy the luxury of superior blend Davidoff cigarettes, which for a limited period are presented with an elegant key-ring. Priced at only £14.99 for 200, they are available from Heathrow and Gatwick North

CHIC SHADES

The attractive range of stylish Polaroid sunglasses with designs to accommodate everybody cost from £16.50 duty free. (Not available at Gatwick North, Edinburgh or Prestwick)

CLUB TROPICANA

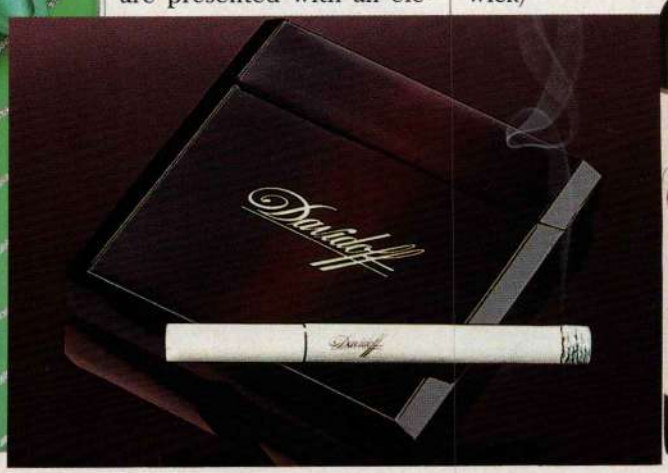
To mix this exotic drink take two parts of Canadian Club to four parts pineapple juice and add soda. One litre of Canadian Club Rye whiskey costs £7.70. (Not T2, Edinburgh or Prestwick)

ROYAL TOURNAMENT '88

Pusser's, the original rum drunk by Royal Navy sailors, is one of the sponsors of the Royal Tournament 1988 at Earls Court, London, from July 13 to 30. Bring this coupon to the show and claim 50 per cent off admission. A litre crock of Pusser's costs £19.45

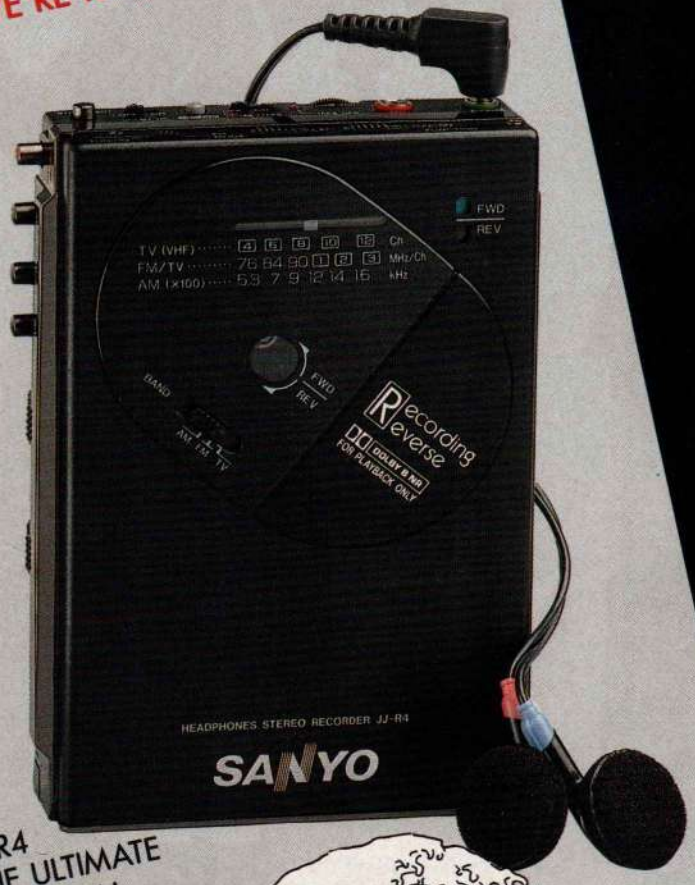
THE ROYAL TOURNAMENT
EARLS COURT
JULY 13-JULY 30 1988
CORDIALLY INVITES YOU AND YOUR GUEST TO ENJOY

50% OFF
ADMISSION
(TWO ADULTS ONLY)
VALID ANY TIME DURING SHOW FOR ALL AREAS EXCEPT ROYAL ENCLOSURE
VOUCHER WILL BE EXCHANGED FOR TICKETS AT THE BOX OFFICE ON DAY OF PERFORMANCE ONLY.



IT'S THE SMALLEST

AND WE'RE RATHER PROUD OF IT



JJ-R4
THE ULTIMATE
PERSONAL
STEREO
IS NOW
DUTY FREE

SANYO
THE NEW WAVE
IN JAPANESE
TECHNOLOGY

SANYO

JULY

GOOD BUYS 3

HEAVEN SCENT

Chanel No. 5 is the most famous scent of all. A 7ml bottle of perfume costs £26.40 tax free

TIMELESS AIR

L'Air du Temps by Nina Ricci is as delicate and sophisticated as its name suggests. A 7.5ml perfume costs £25.60, the de luxe crystal flaçon containing 7.5ml perfume costs £36

DUNHILL EDITION

Dunhill is adding a bath and shower gel to its range of grooming products for men. A free gift set is being given away with every purchase from the Dunhill Edition range, and will be available at selected Duty Free outlets in Heathrow and Gatwick at the end of July, beginning of August

CLOSE SHAVE

The Braun Ladyshave gives a smooth, close shave. Compact in design, it's perfect for travelling and is available in two models. The battery-operated shaver costs from £9.50, the mains operated one from £11.99

A SCENT OF FUN

Nina is the latest scent from Nina Ricci, who create some of the most attractive floral fragrances. It's a sensitive blend of woody and fruity notes, producing a very chic and typically French fragrance. A 50ml eau de toilette spray costs £18.40

WATCH OUT

Pick up a free beach bag when you buy two Garfield watches duty free, price from £11.95 at T2, 3, 4 and Gatwick South

JULY

GOOD BUYS 4

AFTER DINNER COLLECTION

This after-dinner selection pack contains a 70cl bottle each of Harvey's Bristol Cream Sherry, and Superior Old Rich Malmsey Madeira, plus Cockburn's Fine Tawny Port. Price £12.99 from T2, 3 and 4

A WAY WITH WHISKY

Try Ballantine's instead of vodka in a Bloody Mary. Or mix equal parts of whisky, sweet and dry vermouth and then shake with crushed ice for a Ballantine's Sunsplash. A litre bottle costs £6.75

TRULY TROPICAL TREAT

Enjoy the tropical taste of Malibu. Send off for a free music cassette when you buy a litre bottle, price £7.25 at Duty Free shops

ZOOM AT THE TOP

Pentax claimed a first with its compact camera, featuring a 35-70mm power-adjusted zoom lens. The Zoom 70 combines the simplicity of a fully automatic camera with many of the benefits of more expensive photographic equipment. It costs from £169.95

RUM DEAL

This summer any customer buying Bacardi rum can send away for a free 35mm camera. A litre bottle of Ron Bacardi costs £6.60

GREEK BRAND

Metaxa is a smooth seven-star Greek brandy. It is available in its distinctively shaped tall bottle, price £8.50 for a litre from Duty Free shops

HIGHLY ORIGINAL

Exclusive to Duty Free, this large litre bottle of Harvey's Bristol Reserve is original in more ways than one. Only available to high-flying shoppers at airports, a litre bottle costs £7.80 at Heathrow T2 and 4

CANDID CAMERAS

The Hanimex 35FX is the perfect holiday snapshot camera from £16.95. For maximum versatility, try the 35DL with simple twist dual lens feature, price from £25.95. (Not available at Heathrow T1, Stansted or Glasgow)

The Executive Club Card can pay for itself the first time you use it

Welcomed in all affiliated establishments in the U.K. and throughout the world

- ***Privileged rates of up to 40% in over 5,000 Hotels throughout the world,*** *including Sheratons, Hyatt, Hilton-Corp, Marriott, Ramada, Westin, Mandarin, etc.*
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- ***Exclusive Club facilities at some of the top sporting events*** *at special rates, including Golf, Tennis, Racing and the Grand Prix.*
- ***The Executive Club Guard will Protect you Luggage and re-unite you with it,*** *should you ever lose or misplace it while travelling.*

What the Press and Members say about the Club

". . . An all embracing personal and professional service for the business traveller . . ." ***The Times Newspaper***

". . . It certainly makes sound financial sense to join the Executive Club International. Air tickets are available at prices no other club or agent I know could offer . . ." ***Property & Investment Magazine***

"After using my card in a number of Clubs and restaurants, I must record my complete satisfaction of the facilities that your Club offers." ***Mr A Stevens, Advertising Director***

"As my business involves much travelling abroad I find your travel Club and Car Hire facilities invaluable." ***Mr T Francis, Marketing Director***

CLUB MEMBERSHIP — Special Offer to readers

Club membership is £87.00 per year, but if you apply now for the Executive Club Card ***your first year's introductory subscription will be reduced by £20.00 making membership at £67.00 very attractive indeed.***

HOW TO APPLY

By completing and returning the application form below, ***you can join the thousands of Executive Club International members, who are quietly making money using this excellent service.***

A7

Please send to: ***Executive Club International, Freepost, London EC2B 2EX. Tel: 01-739 2861. Telex: 269704 EXCLUB. Fax: 01-739 3399.***

APPLICATION FORM:

I wish to be elected to the Executive Club International and receive my E.C.I. Club Card. I accept that if I am not elected no reason need be given.

Name _____

Address _____

_____

Occupation _____

Please charge my credit card or I enclose cheque for £67 for 1 year ☐ — £154 for 2 years ☐

☐ VISA ☐ CART BLANCHE ☐ DINERS ☐ MASTER/ACCESS

Account No. ☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐ Exp ☐☐☐☐

The sum of £67.00 on the date below and to avoid any lapse in my membership £87.00 thereafter each year on the same date until cancelled in writing by me.

Signature _____ Date _____

INTERNATIONAL DIRECTORY

TRAVEL

£300 flights reduction as an introductory offer to new clients, on all long distance return flights, we will take £300 off first class and £150 off club class. This is a special offer which is only open for bookings received before June 30th. Flights may commence at any international airport.

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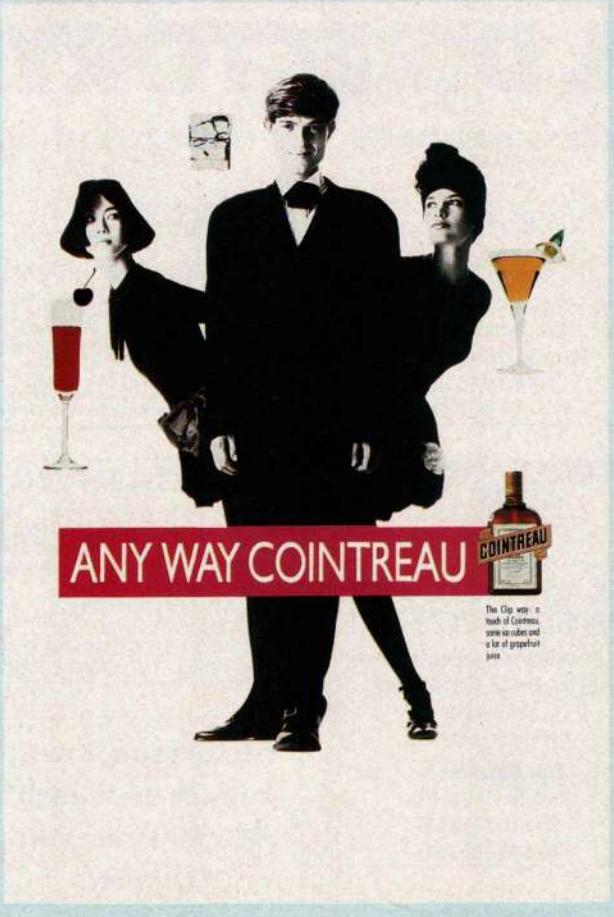

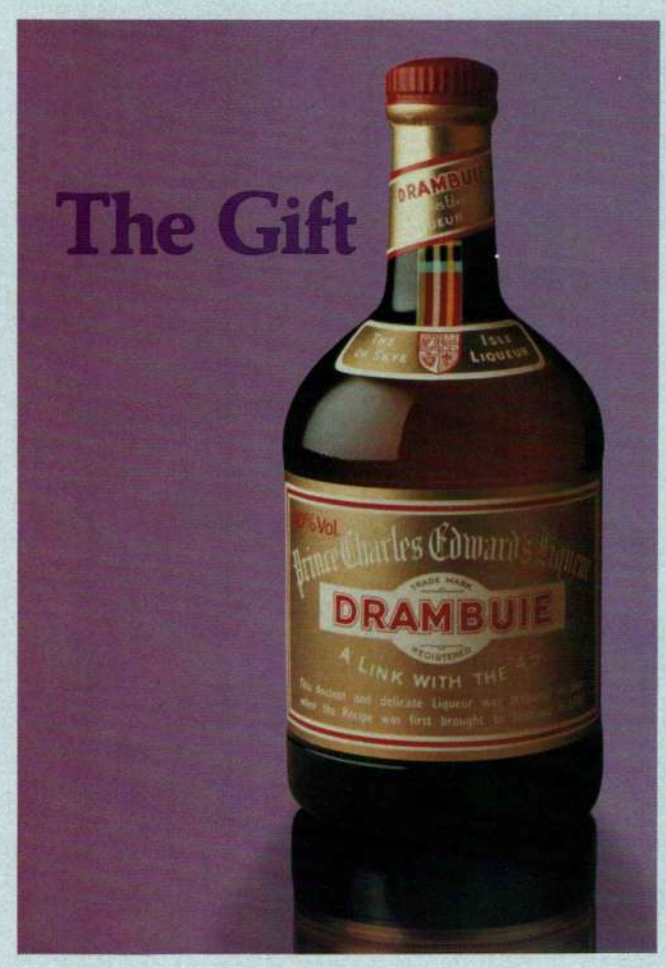

Duty and Tax Free Shopping

The following price list is a representative selection of the best-selling brands available from the Duty & Tax Free shops at Heathrow Terminals 2, 3 and 4, Gatwick South, Gatwick North, Edinburgh and Prestwick.

LIQUOR		CLs	Selling Price
BLENDED SCOTCH WHISKY	Ballantine's	113	£7.65
	Bell's	100	£6.75
	Bell's	114	£7.70
	Cutty Sark	**100**	**£6.55**
	Cutty Sark	**114**	**£7.50**
	Haig Gold Label	100	£6.55
	J & B Rare	100	£7.15
	Johnnie Walker Red Label	**100**	**£7.15**
	Johnnie Walker Red Label	**114**	**£8.15**
	Long John	**100**	**£6.55**
	The Famous Grouse	**100**	**£7.15**
	Whyte & Mackay Special	100	£6.55
DELUXE SCOTCH WHISKY	**Ballantine's 12 yo**	**100**	**£12.15**
	Ballantine's 12 yo	**113**	**£13.75**
	Chivas Regal 12 yo	**100**	**£12.75**
	Chivas Regal 12 yo	**114**	**£14.40**
	Chivas Regal 12 yo	**50**	**£6.40**
	Chivas Regal 12 yo	**175**	**£22.30**
	Grants 12 yo	100	£10.35
	Johnnie Walker Black Label 12 yo	**100**	**£11.25**
	Johnnie Walker Black Label 12 yo	**114**	**£12.85**
MALT SCOTCH WHISKY	**Cardhu 12 yo**	**100**	**£13.65**
	Glenfiddich	112.5	£14.35
	Glengoyne 12 yo	100	£12.99
	The Glenlivet 12 yo	**113**	**£15.70**
	Glenmorangie 10 yo	**100**	**£13.90**
	Isle of Jura 10 yo	**100**	**£12.99**
	Laphroaig 10 yo	**114**	**£15.85**
	Longmorn 15 yo	**100**	**£14.99**
	The Macallan 12 yo	**100**	**£13.90**
	The Macallan 12 yo	**113**	**£15.70**
AGED WHISKY	**Bell's Royal Reserve 20 yo**	**75**	**£16.25**
IRISH WHISKEY	**Black Bush de Luxe**	**100**	**£10.50**
	Black Bush de Luxe	**112**	**£11.75**
	Bushmills 10 yo Malt	**100**	**£13.50**
	Jameson	**100**	**£7.50**
	Jameson	**112.5**	**£8.45**
	Paddy	**100**	**£7.50**
	Paddy	**112.5**	**£8.45**
	Powers Gold Label	**112.5**	**£8.45**
RYE WHISKEY	**Canadian Club**	**100**	**£7.70**
	Canadian Club	**114**	**£8.80**
	Seagrams VO	**114**	**£8.35**
BOURBON	Jack Daniel's Tennessee	100	£11.99
	Jim Beam	100	£7.60
	Walkers De Luxe	**100**	**£6.75**
ARMAGNAC BRANDY	**Janneau Napoleon**	**70**	**£11.20**
	Janneau VSOP	**100**	**£10.70**
3 STAR COGNAC	**Bisquit**	**100**	**£10.35**
	Hine	**100**	**£11.55**
VSOP	**Courvoisier**	**100**	**£16.70**
	Courvoisier	**114**	**£18.99**
	Hine	**100**	**£16.70**
	Martell Medaillon	**100**	**£16.70**
	Martell Medaillon	**113**	**£18.80**
NAPOLEON COGNAC	**Courvoisier**	**70**	**£21.65**
	Camus Napoleon	70	£21.65
	Hine	**70**	**£21.65**
	Martell Cordon Noir	**70**	**£21.65**
	Remy Martin Centaure	70	£23.25
X.O. COGNAC	**Courvoisier**	**70**	**£40.00**
	Hennessy	70	£40.00

		CLs	Selling Price
	Remy Martin Centaure	**70**	**£40.00**
	Remy Martin XO Tri Pack	**3 x 70**	**£100.00**
	Martell Cordon Supreme	**70**	**£47.00**
PREMIUM COGNAC	**Courvoisier VOC Baccarat**	**75**	**£225.00**
	Hennessy Paradis	70	£85.00
	Remy Martin Louis XIII	70	£270.00
GIN	**Cork Dry Red Label**	**112.5**	**£7.40**
	Beefeater	**114**	**£6.55**
	Gilbeys	**100**	**£5.50**
	Gordons Dry	**113**	**£6.50**
VODKA	**Smirnoff Blue Label**	**113**	**£7.50**
	Vladivar Imperial	112.5	£6.75
RUM	**Captain Morgan**	**100**	**£6.40**
	Lambs Navy	**114**	**£7.50**
	Ron Bacardi White	100	£6.60
LIQUEURS	Benedictine B&B	100	£10.20
	Baileys Irish Cream	100	£8.40
	Benedictine D.O.M.	100	£10.20
	Carolan's Irish Cream	**100**	**£7.25**
	Carolan's Gift Tin	**100**	**£7.99**
	Cointreau	**100**	**£9.35**
	Creme de Grand Marnier	**100**	**£8.99**
	Drambuie	100	£9.95
	Glayva	**100**	**£9.75**
	Grand Marnier Cordon Rouge	**100**	**£10.65**
	Irish Mist	**100**	**£9.65**
	Kahlua	**100**	**£7.25**
	Malibu	100	£7.25
	Southern Comfort	**100**	**£11.20**
	Tia Maria	**100**	**£8.85**
APERITIFS	Aalborg Akvavit	100	£5.50
	Campari	100	£5.85
	Dubonnet	**100**	**£4.30**
	Pernod	**100**	**£7.60**
	Pimm's No 1	**100**	**£6.40**
	Ricard	**100**	**£7.60**
	Warninks Advocaat	100	£4.95
VERMOUTH	Cinzano Bianco	150	£4.75
	Martini Dry and Rosso	100	£3.20
	Martini Dry and Rosso	150	£4.75
SHERRY	Croft Original	100	£5.25
	Harvey's Bristol Cream	100	£5.20
	Harvey's Bristol Reserve	100	£7.80
PORT	Cockburn's Special Reserve	100	£6.85
	Sandeman's Founders Reserve	**100**	**£6.30**
CHAMPAGNE	Krug Grande Cuvée	75	£20.75
	Mumm Cordon Rouge	**150**	**£19.80**
	Mumm Champagne Cooler Pack	**75**	**£19.80**
	Piper Heidsieck Rosé 1976	75	£12.95
	Veuve Clicquot Yellow Label NV	75	£9.90
	Lanson Black Label	75	£9.60
SPECIAL PRODUCTS	**Bell's Bell**	**75**	**£12.95**
	Glenfiddich Heritage Tin	75	£10.99
	Glenlivet Golf Tins	**75**	**£11.95**
	Haig Dimple Decanter	**75**	**£54.00**
	Harvey's Sherry/Port Twin Pack	2 x 70	£8.45
	Harvey's After Dinner Selection Pack	3 x 70	£12.99
	Johnnie Walker Black Tri Pack 12 yo	**3 x 75**	**£23.55**
	Alfred Lamb's '100' Crock	**75**	**£12.99**
	Macallan 25 yo Crystal Decanter	**75**	**£155.00**
	Pusser's Rum Flagon	**100**	**£19.45**
	Royal Salute 21 yo	**75**	**£33.30**
	Royal Salute Tri Pack	**3 x 75**	**£97.00**
	Martell Cordon Bleu Decanter	75	£105.00

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		Quantity	Selling Price
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	Benson & Hedges	300	£12.30
	Dunhill	200	£8.20
	Embassy No 1	300	£12.30
	Harrods	200	£8.20
	John Player Special	200	£8.20
	John Player Special	300	£12.30
	Rothmans	200	£8.20
	Rothmans	300	£12.30
	Silk Cut	200	£8.20
	Silk Cut	300	£12.30
	Silk Cut Extra Mild	200	£8.20
BRITISH INTERNATIONAL	Benson and Hedges Luxury Mild	200	£8.80
	Dunhill	200	£8.80
	Dunhill	300	£13.20
	Peter Stuyvesant Extra Mild	200	£8.20
	St Moritz	200	£8.80
BRITISH 100mm	Benson & Hedges Mild 100's	200	£8.20
	Raffles	200	£8.20
	Raffles	300	£12.30
	Silk Cut Extra 100's	200	£8.80
	Superkings	200	£8.20
	Superkings	300	£12.30
AMERICAN KING SIZE FILTER	Camel	200	£8.20
	Kent	200	£8.20
	Marlboro	200	£8.20
	Marlboro	300	£12.30
	Winston	200	£8.20
OTHER CIGARETTES	Cartier Luxury Mild	200	£9.25
	Davidoff	200	£14.99
	Gitanes Filter	200	£5.30

PERFUMES

		Size	Price from
Armani	**Eau de toilette spray**	**50ml**	**£16.00**
	Perfume	**7.5ml**	**£28.00**
Azzaro	**"9" eau de toilette natural spray**	**100ml**	**£21.60**
	***Azarro Pour Homme* Aftershave lotion**	**125ml**	**£17.40**
Balmain	*Ivoire de Balmain* eau de toilette spray	50ml	£22.00
Cacharel	*Anais Anais* eau de parfum atomiser	30ml	£14.40
	Anais Anais eau de toilette spray	100ml	£19.95
	LouLou eau de parfum vaporiser	50ml	£15.95
Chanel	*No 5* perfume	7ml	£26.40
	No 19 eau de toilette spray	50ml	£18.40
	Coco eau de parfum spray	60ml	£36.00
	Cristalle eau de toilette spray	60ml	£14.00
Dior	*Miss Dior* eau de toilette spray	60ml	£17.20
	Poison eau de toilette	100ml	£34.40
	Diorella eau de toilette spray	60ml	£17.20
Givenchy	*Givenchy III* eau de toilette spray	100ml	£23.60
	Ysatis eau de toilette spray atomiser	100ml	£26.80
Grès	***Cabochard* perfume**	**7.5ml**	**£22.00**
	Eau de toilette spray	**60ml**	**£14.00**
Gucci	***Eau de Gucci* spray atomiser**	**120ml**	**£22.80**
	***Eau de Gucci* spray**	**60ml**	**£16.80**
Guerlain	***Shalimar* eau de toilette spray**	**93ml**	**£34.40**
	***Shalimar* perfume**	**7.5ml**	**£27.20**
Hermès	*Amazone* eau de toilette spray atomiser	50ml	£17.50
	Calèche parfum de toilette spray	60ml	£25.60
Houbigant	*Chantilly* eau de parfum spray	30ml	£11.80
Lacoste	**Aftershave**	**100ml**	**£14.00**
Lagerfeld	*Chloé* eau de toilette natural spray	50ml	£15.60
	KL perfume	7.5ml	£28.80
Guy Laroche	*Fidgi* eau de toilette	57ml	£12.40
Estée Lauder	*White Linen* eau de parfum spray	60ml	£24.00
	Beautiful eau de parfum spray	30ml	£24.00
	Youth Dew perfume natural spray	65ml	£12.80
	Private Collection perfume purse spray	15g	£16.00
Warner Lauren	*Polo* EDT spray	100ml	£22.00
Oscar de la Renta	Perfume	7.5ml	£27.50
	Eau de toilette	90ml	£23.60
Jean Patou	***Joy* perfume**	**30ml**	**£134.40**
Paco Rabanne	***Calandre* eau de toilette**	**100ml**	**£22.00**
	***La Nuit* eau de parfum spray**	**50ml**	**£23.00**
	Pour Homme Aftershave	125ml	£16.80
Nina Ricci	***L'Air du Temps* toilette spray**	**108ml**	**£22.40**
	***Nina* eau de toilette vaporiser**	**50ml**	**£18.00**
Yves St Laurent	*Opium* perfume	15ml	£46.40
	Rive Gauche parfum de toilette spray	50ml	£14.40
	Y eau de toilette spray	113ml	£20.80

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	Care Bears analogue	**£11.95**
	Garfield analogue	**£11.95**
	NFL analogue	**£11.95**
	James Bond LCD	**£9.95**

This price list applies to the Duty and Tax Free Shops at Heathrow Terminals 2, 3 and 4, Gatwick South, Gatwick North, Edinburgh and Prestwick. Items listed are not always available at each terminal. Prices are correct at time of going to press. Prices quoted on tax free items are the lowest available in the Tax Free Shops, however, actual prices may vary slightly according to location.

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The following credit cards are accepted in the Duty and Tax Free shops at Heathrow, Gatwick, Edinburgh and Prestwick: Diners Club, American Express, Barclaycard, Visa and Access. In addition a wide range of foreign currencies can be used.

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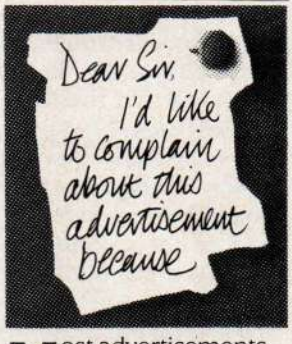

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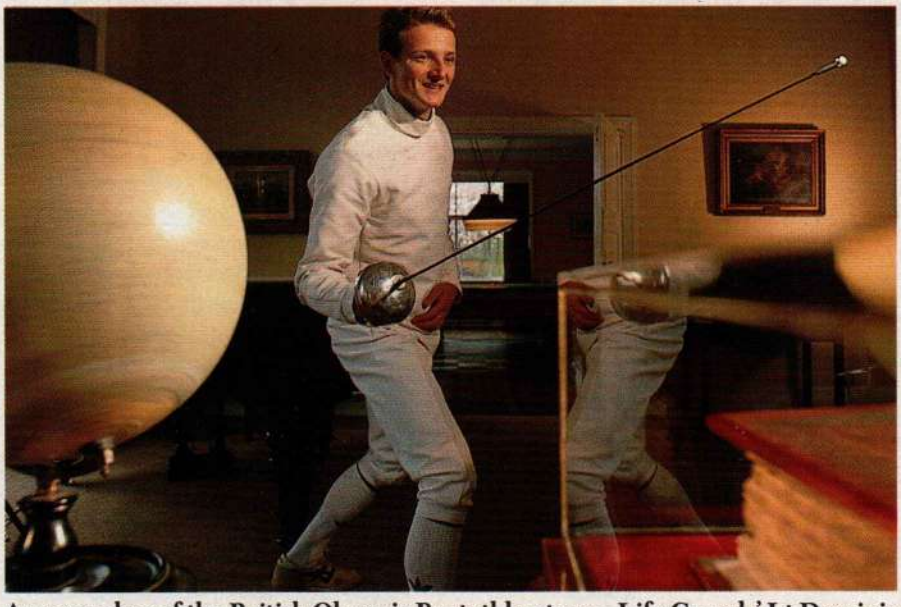

As a member of the British Olympic Pentathlon team, Life Guards' Lt Dominic Mahony combines travelling with discipline and fun, as he told Janet Billing

I only started to do the pentathlon because I thought it might be a good skive instead of playing hockey out in the cold when I was at Millfield School. As I've always been a good all-round athlete, but never an outstanding group sportsman, I'm particularly suited to its diversity.

Pentathlon's a completely different game from decathlon, which is all track and field events. Both are incredibly strenuous but, basically, in decathlon you're using the same sets of muscles and mental attributes for each of the 10 events, whereas in pentathlon there's no comparison between the five areas. The mental requirements needed to grind yourself into the dust in the running event are wholly unrelated to those required to communicate with a horse, so it's really a complete test of man's physical and emotional abilities.

I find the pentathlon fascinating. Of the five disciplines – show jumping, fencing, swimming, pistol shooting and cross-country running – none are at all conducive to each other. To ask an athlete who has to be a fine runner and swimmer, twitching and full of energy, to then walk on to a pistol range as calm as a water buffalo, and shoot without any sign of adrenalin is crazy. But that's the challenge.

I do three or four training sessions per day lasting from one-and-a-half to two hours, and I'm happy to train on my own because it's a loner's sport, and motivating oneself during training helps for the actual event. I also have special coaches who are the best possible people in their individual fields. But as a pentathlon athlete you have to be able to balance the ratio of the training schedule yourself; that is the key to being a good pentathlete. You should understand exactly what your body is capable of doing.

I enjoy the travelling aspect. That's one of the attractions of doing competitive sport, and there are many countries I would never have visited if I hadn't been an athlete. But learning to cope with the subsequent jet lag is always a problem.

I find that I need time to adapt; often up to a week if I'm flying as far as Australia. Once I flew 30,000 miles in five weeks. I was completely spaced out by the end of it and really didn't know which time zone I was in.

Generally when I board a plane, I immediately check the time zone I'm visiting and adjust everything accordingly, particularly eating meals. When I flew out to Australia this year via Hong Kong, I got on the plane and knew I would arrive during the evening, so I tried to make sure that for eight hours prior to landing I was awake, then I would be sleepy on arrival, whereas my body clock said I should be getting up.

When the British team flies to South Korea this summer, the organisers are talking about having a training camp in Japan prior to the Olympics, as the medical team have said there should be a minimum period of nine days' acclimatisation.

The expense of pentathlon is time, equipment and travel. I am fortunate that the Army permits me time off from duties as a lieutenant in the Life Guards to train and compete, yet other competitors have to give up full-time jobs. Since the formation of the Olympic Review Committee, many athletes have been helped by private company sponsorship. Receiving support from the commercial sector really makes the difference to whether we can train full-time to reach the standard of world class level, or whether we have to manage on the cheap.

Last year I was placed sixth in the individual pentathlon at the World Championships in Rome, and we won a bronze medal in the team event. This year, with a little improvement, our team has got a decent chance of picking up an Olympic medal.

If I couldn't compete this summer because of any political problems that have surfaced, naturally I would feel rather devastated. As Secretary of the International Modern Pentathletes Association, I'm constantly involved with discussions, both political and otherwise. I firmly believe that athletes can't always remain on the fence, as we might wish. □

PHOTOGRAPH BY MIRIAM REIK

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